

THE TIMES
1785-1985

Tomorrow

True to type
Olivetti's razor-sharp
Italian chief,
Carlo De Benedetti

Taking over
Jennifer d'Abo, the
woman behind a
£13.5m City bid

Guardian angels
West End productions
still need their
private backers

World Cup threshold
England have not yet
conceded a goal - but are
they really world-class?

Portfolio

The Times Portfolio competition prize of £5,000 (trebled because no-one won on Monday or Tuesday) went yesterday to Mr Roland Castle who lives in Stevenage, Herts. Portfolio list, page 26; how to play, information service, back page.

On Saturday, the weekly prize will be £50,000 because there was no winner of the £20,000 weekly prize last Saturday or the Saturday before. To it will be added the daily £2,000, making a total of £52,000 available to be won.

Truce offer to Lebanon Christians

Druze and Shia Muslim leaders in Lebanon offered to spare the Christian town of Jezzine, which is crowded with refugees, in return for a ceasefire agreement that would place Lebanese Government troops between the Christian and Muslim militias. **Page 7**

Vigilante threat

The leader of an organization of extreme right-wing whites has warned that if South Africa police are unable to maintain law and order his supporters will do it for them. **Page 8**

Greenham votes

The Court of Appeal restored the right of seven "Greenham women" to vote in Newbury, Berkshire. **Page 2**

Getty purchase

An important French painting, *Astronomer studying an eclipse*, by Antoine Caron, which once belonged to Anthony Blunt, the art historian, has been sold to the Getty Museum in California. **Page 2**

Voting rights

A Bill to give British citizens in the Irish Republic the right to vote in general elections was published yesterday by the Dublin government.

Piggott switch

Lester Piggott takes over on Saturday's 2,000 Guineas following the suspension of Walter Swinburn. **Page 28**

10 pages of jobs

Every company today should have a structured approach to choosing and using its staff, says Robert Simm, a partner in one of Britain's leading firms of management consultants, in an introduction to today's 10-page special appointments section. **Pages 33-42**

FOCUS

Spain: a Bicentenary Special Report looks at a country on the brink of joining the EEC and traces Anglo-Spanish links since the Napoleonic Wars.

Leader, page 13

Letters: On pensions, from Mr D. Pichaud; Prince and Pope, from the Rev B. Harbert, and Fr A. Nichols

Leading articles: Defence White Paper; Fitzgerald in Ulster; Lebanon

Features, pages 10, 12

Battle for the throne: Mr Norman Fowler's Cabinet stand; Sudan's forced march of refugees; Bitburg: why Reagan is right; The Bonn Summit in profile

Books, page 11

Richard Ingrams reviews Cobb's days at Shrewsbury; John Campbell on Balfour; William Jackson on British Special Forces; Nicholas Shakespeare on fiction of the week; crime by Marcel Berlins

Classified, 29.30

La crème de la crème

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Fowler fights in Cabinet over mortgage aid cut

By Nicholas Timmins, Social Services Correspondent

Mr Norman Fowler, Secretary of State for Social Services, looks set to face a double Cabinet battle today over plans to reshape the social security system.

Mr Patrick Jenkin, Secretary of State for the Environment, has raised strong objections to proposals to cease paying mortgage interest to unemployed people for the first six months they are on benefit. He says the move cuts across policy on council house sales, one of the marked successes of Mrs Thatcher's administration.

His objections come on top of the Treasury's arguments about the cost of abolishing the state earnings related pension scheme, unresolved despite Mrs Thatcher's intervention this week.

Under Mr Fowler's mortgage interest proposal, one of a number of cuts in housing aid aimed at saving about £750 million a year, the supplementary benefit system would no longer pay mortgage interest for the first six months people are on benefit. That would leave the bill to be picked up by building societies and the banks.

They would face rescheduling repayments or the opprobrium of foreclosing on mortgages. But Mr Fowler's argument is that the societies took the strain during the miners' strike and could do so again.

The move would be fiercely resisted by building societies and banks who would argue it would leave them less money to lend. Mr Jenkin says that it could affect their continued support for council house sales.

For sales to continue, building societies and banks have increasingly to be willing to lend to lower income borrowers. Almost by definition they are in unskilled and manual jobs and most at risk from spells of unemployment.

To cut about £750 million from the £4 billion housing benefit bill, housing aid is to be paid less far up the income scale and will be withdrawn quicker as income rises.

The proposals are also believed to include plans to stop paying the full housing costs of 4.3 million people on supplementary benefit. They will be expected to meet up to 20 per cent of their rates.

That cuts across the recommendations of the housing benefit review, chaired by Mr Jeremy Rowe, the only review chaired by an outsider rather than a minister, who is believed to have supported the principle that those on supplementary benefit should have all their housing costs met.

The political justification appears to be that it will discourage people on benefit voting for high spending local authorities because large rate increases will hit them as well as the better off.

Ministers now seem to accept that Mr Fowler's reviews will take more than one Cabinet to decide, in part because of the continued disagreements, but also because of their complexity.

Other key parts of the package include plans to pay a

family credit through reduced tax and national insurance contributions to people in low paid work, in place of family income supplement, with a family premium going to those on benefits.

Supplementary benefit is likely to be renamed, probably as Income Support, with all extra weekly payments for heating, diet and laundry being abolished and four separate weekly rates set for pensioners, the long-term sick and disabled, single-parent families and the unemployed.

Single payments for furniture, clothing, cookers, linen, repairs, and the like will go, to be subsumed in a new social aid fund, which will give loans rather than grants for many items. Repayment will be made through deductions from weekly benefit.

The death grant and maternity grant are likely to be abolished, though help with funeral and maternity expenses will remain for those on supplementary benefit. The maternity allowance is likely to be means-tested.

Child benefit, which is paid to seven million women with twelve million children at a cost of £4 billion, looks set to remain, although it is likely to be uprated fully in line with inflation. Previous proposals to means-test the benefit, tax it, or make it overtly a two-tier benefit appear to have been dropped in favour of the family premium and family credit proposals.

Pensions split, page 2

Union ballot rigging inquiry may reopen

By David Felton, Labour Correspondent

An independent inquiry into alleged ballot rigging in the largest region of the Transport and General Workers' Union, which at first gave the union virtually a clean bill of health, is likely to be re-opened.

In an about-turn, Mr John Garnett, director of the Industrial Society, wrote to the union asking to be allowed to carry out further investigations, within a few hours of publishing his original report which said that irregularities in the region covering London and the Home Counties had been restricted to eight of the region's 1,601 branches.

His report, which had been delivered to the union, led Mr Mose Evans, the union's retiring general secretary, to issue a statement welcoming it and pointing out that it exonerated regional officials who had been accused of involvement in ballot irregularities, in last year's election for Mr Evans' successor.

But yesterday, at a press conference to launch the report, Mr Garnett agreed that his investigation had not been exhaustive and that it was possible that there had been irregularities in other branches that those uncovered.

As a result he yesterday wrote to Mr Evans recommending that branch returns from the first election which is due to start later this month should be published and that he be allowed to examine more ballot forms from last year's ballot.

In that vote Mr Ron Todd beat Mr George Wright by the

Three new frigates for Navy

By Rodney Cowton, Defence Correspondent

The first steps leading to orders for three new Royal Navy frigates costing nearly £350 million will be taken by the Ministry of Defence in the next few days.

They will be of the Type 23 "Duke" class of which only one has so far been ordered. Introducing this year's annual statement on the defence estimates, yesterday Mr Michael Heseltine, Secretary of State for Defence, said that he would shortly be launching shipyards to tender for the additional ships.

Contract work probably not be placed until next year, but the fact that Mr Heseltine is now committed to these vessels will relieve the anxieties of people who feared that the ordering of frigates was falling behind schedule.

The first Type 23 was ordered from Yarrow on Clyde-side last year. In January Mr Heseltine indicated that he hoped to negotiate the placing of the second vessel with Swan Hunter on Tyne-side.

Although he refused to commit himself yesterday, it is thought that Mr Heseltine hopes to sustain the ordering of frigates at a rate of three a year for several years.

The statement includes a long defence of the decision to acquire the Trident nuclear deterrent system.

Details, page 5

Leading article, page 13

Local voting blow to Tories

By Our Political Reporter

The Conservative Party has lost two out of three local council seats it has defended since the Budget.

With the three county elections taking place today, a study of votes cast in 52 local by-elections shows the Conservatives in third place behind Labour, which has a clear lead, and the Liberal-Social Democratic Party Alliance.

The survey, in this week's *New Statesman*, covers contests

	Seats defended	Seats lost	Seats gained	Seats held	Seats won
Cons	23	18	2	9	
Lab	15	2	5	1	
Lib	5	0	12	17	
SDP	1	0	2	3	
Others	7	5	2	4	

in which 100,000 votes were cast and confirm the findings of opinion polls indicating a marked Labour recovery.

But it makes the point that it is highly unlikely that the

Conservatives will lose their first place in the shire counties.

In three-cornered contests since March 21 Labour has won 34,922 votes (36 per cent); the Alliance 29,571 (30.5 per cent) and the Tories 27,746 (28.6).

The *New Statesman* also reports two Harris Research Centre polls for Greater London during April, one for the GLC and one for *Thames News*, which it says show a 21 per cent lead for Labour.

Council elections, page 2

Minister slips on a banana warehouse

By Philip Webster, Political Reporter

It seemed safe enough. Mr Kenneth Baker, the Minister for Local Government, appearing in a Conservative Party political broadcast on Tuesday night, walked into what he said was a former factory and blamed the high rates imposed by the local Labour council for its closure.

A routine inside the stuff of politics, especially with the shire elections only two days away.

"And now to a factory where no one is at work because they simply can't afford to pay the high rates in Labour-land", the normally sure-footed Mr Baker said.

But he had slipped. And it was more than a banana skin. Mr Baker had been filmed entering a former banana warehouse, in the West India docks in London, which is now regularly used as a television studio.

It had been closed many years ago, not because of Labour rates but as a result of the reorganisation and centralisation of the trade.

Someone told the Labour Party, and yesterday it made merry as an embarrassed Tory Central Office and minister wiped egg from their faces.

Mr Jack Cunningham, Labour's chief environment spokesman, asked Mr Baker to own up to a "complete fabri-



May Day brings smiles from the families of the superpower's leaders: Mr Gorbachev's daughter, Irina, and granddaughter, Oksana, watch the Moscow Red Square parade, left; while Mrs Reagan is welcomed with flowers at Bonn airport.

Reagan signs order for tough sanctions against Nicaragua

From Nicholas Ashford, Bonn

President Reagan yesterday imposed sweeping economic and trade sanctions against Nicaragua, claiming that the left-wing Sandinista Government had become a threat to the security of the region "and to the security and foreign policy of the United States".

The President signed an executive order authorising the sanctions shortly after arriving here to attend the seven-nation economic summit meeting.

Mr Larry Speakes, the White House spokesman, denied that the announcement had been deliberately timed to divert attention from the controversy over Mr Reagan's planned visit to the German military cemetery at Bitburg on Sunday. He said it could not have been made any earlier because the President had been discussing the issue with Congress and Latin American governments right up until leaving Washington on Tuesday night.

The sanctions order, made under the International Emergency Economic Powers Act, involves a total embargo on trade with Nicaragua, suspension of air and shipping services between the two countries and termination of their treaty of friendship, commerce and navigation.

The move will put additional pressure on Nicaragua's ailing economy, already badly affected by the Managua Government's policies and the impact of the guerrilla war against rebel Contras.

The US is still Managua's major trading partner, despite the cuts in Nicaragua's sugar

quotas which the Reagan Administration introduced two years ago. Last year US exports to Nicaragua were worth \$111 million (£90 million) and imports valued at \$37 million.

Mr Speakes made it clear that the decision to go ahead with sanctions was made "after Congress last week refused to grant his request for \$4.4 million in aid to the Contras" and Mr Reagan would continue to seek congressional approval for the aid package.

He spoke of further evidence in recent days of Managua's determination to subvert its neighbours, strengthen ties with the Soviet Union and Cuba and impose communist totalitarian rule in the country.

In particular he referred to the new ties between Managua and the Soviet Union, announced during the recent trip by Senator Daniel Ortega, the Sandinista leader, to Moscow; the capture of seven Nicaraguan secret agents in Honduras; and the delivery of Soviet helicopters and East German military equipment to Nicaragua.

Mr Speakes stressed that the President did not consider the sanctions a substitute for US aid to the Contras. He also hinted that the US could take other, punitive steps, such as severing diplomatic relations, if Nicaragua "does not mend its ways".

The President will discuss his move today with summit leaders, including Mrs Margaret Thatcher, with whom he will hold bilateral talks.

Crippling blow, page 8

Princess Anne to speak at trade union meeting

By David Felton, Labour Correspondent

Princess Anne is to address her first trade union conference later this month when she helps to launch an appeal to aid poor children in northern India.

She will be the second member of the Royal Family to speak to a union conference. The first was the Prince of Wales, who addressed the Iron and Steel Trades Confederation as part of a programme to familiarise himself with the workings of industry.

Princess Anne will speak in Bourne-mouth at the conference of the Inland Revenue Staff Federation, the "tax officers' union", in her capacity as President of the Save the Children Fund.

Mr Clive Salt, the federation's president, had indicated that he wished to launch "two appeals: one to help Tibetan refugees and the other for children in northern India. Princess Anne heard about the appeal and, according to union sources, offered to speak at the conference in two weeks' time."

It was emphasised by Buckingham Palace last night that she would not be "taking part in the business of the conference."

He made various other points, which may or may not be worth a few votes, but showed that his team of Central Office researchers had been fully employed during the afternoon.

What Labour would really like to see is the memo, doubtless rather crisp, which Mr Baker may have sent to his scriptwriters.

Bitburg still clouds summit

From Frank Johnson, Bonn

Leaders of the seven largest industrialized democracies are arriving here for their annual summit which the West German hosts and the United States seem already to have written off as being obliterated by the continuing uproar over President Reagan's visit to the cemetery at Bitburg.

Within minutes of Mr Reagan landing at Bonn airport, police defused a bomb which was first announced as being near the American embassy, but which was in fact almost as near to the British ambassador's residence where Mrs Thatcher is to stay that is about half a mile away. Mrs Thatcher will not arrive until today, shortly before the summit begins.

Police described the bomb as a "professional job". It consisted of 13lb of explosives in a fire extinguisher outside an office. It was noticed by a passer-by. No group claimed responsibility.

The incident confirmed the need for the huge security measures taken by the host government. It was estimated that there will be one policeman in Bonn for every five inhabitants during the summit.

Mr Reagan's wreath-laying at Bitburg, which is about two hours by road from Bonn, will take place on Sunday. These days, it has nothing to do with the summit. It is part of the three-day state visit of Germany by Mr Reagan which will begin once the summit ends on Saturday.

But the West Germans and the Americans are having difficulty in diverting attention from anything other than the cemetery. The American announcement on Nicaragua here yesterday was widely regarded as a game attempt to change the subject. But it looked unlikely to be successful for more than a few hours.

The West Germans had specifically asked that the summit be brought forward this year so that it could coincide with the fortieth anniversary commemorations of the end of the war in Europe. The hope was that the meeting would demonstrate that West Germany was as much a part of the community of democratic nations as any other, especially after its failure to get itself included in the Normandy celebrations last year. But Bitburg has ensured that it will be impossible to get away from the past.

The irrepressible, mass circulation *Bild* Zeitung adds to that problem today by revealing that Baron Joerg von Holstein, the owner of Gynick, the castle 25 miles from Bonn where Mr Reagan is staying, is a godson of Hitler. The newspaper quotes the baron as saying that his father turned against the Nazis before the end of the war.

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By chief admits setback in recovery and doubts about future

By Jonathan Davis, Business Correspondent

scant setback in BL's programme, which has fresh doubts about the firm's viability, was acknowledged yesterday by its chairman, Sir Austin Munn.

At the company's annual general meeting, Sir Austin said that BL's recovery programme was "difficult and challenging" and that the company was "not yet out of the woods".

Although much progress has been made over the last few years, further improvements are necessary in order to achieve a competitive, successful and durable business.

Sir Austin says that the markets for BL's bus and truck businesses remain "deeply depressed", while Austin Rover, BL's volume car business, faces a "severe test" after last November's strike and the subsequent loss of production and market share.

Mr Ray Horrocks, chief executive of BL's car activities, says that the European motor industry continues to suffer from severe over-capacity.

The markedly cautious, even gloomy, stance of BL's senior management comes at a time when the company is facing tough questioning from the

Government about its latest corporate plan.

Minister and officials at the Department of Trade and Industry are known to be worried about BL's prospects after its poor market showing in the second half of last year, which contributed to the company's return to trading losses in 1984, after its small operating profit of £4.1m in 1983.

The Government has expressed doubts about how soundly based some of BL's financial projections will prove to be unless it can show a marked improvement in sales and profitability this year.

A report out yesterday from a new free-market think tank, Policy Search, called on the Government to wind up BL in its present form, replacing it with three separate manufacturing companies, Austin Rover, Leyland Vehicles and Land Rover.

The report also says that BL will have to enter into more extensive collaboration with Honda. Even to the extent of allowing the Japanese to take an equity stake in BL.

Shipbuilders show healthy order book

The state-owned British Shipbuilders hit back yesterday

at its critics by releasing order figures for the past year showing that merchant ship contracts are up by 72 per cent (our Industrial Correspondent writes).

The total order book at the end of March was 31 merchant ships valued at £445 million, 23 warships valued at £1,902 million, one Royal Fleet Auxiliary ship worth £83 million and seven engines worth £11 million.

The healthier order situation, achieved in a year when the corporation's losses have been cut by at least two-thirds from the previous year's £160 million deficit is also against a background of the continuing world slump in shipbuilding, particularly for merchant vessels.

A BS spokesman said the orders were evidence of the outcome of its "leaner and fitter" condition. "Losses have been cut, productivity is rising and orders have been won and we are generally looking in a much better shape."

Ten of the year's 31 merchant orders were for overseas registration, which the corporation sees as further evidence of foreign owners gaining fresh confidence in British yards.



Double quest: Simon Wall, aged 24, from Leicester, left Plymouth yesterday in a 30-ft sloop on his second attempt to become the youngest solo sailor to make a double transatlantic crossing.

Hurd warns FitzGerald on visit

From Richard Ford Belfast

The Government continued yesterday to distance itself from the controversial visit by Dr Garret FitzGerald to Northern Ireland, while insisting he was welcome in the province whenever he pleased.

But in the wake of angry Unionist reaction to the Irish Minister's visit, Mr Douglas Hurd, Secretary of State for Northern Ireland, implicitly criticized the Irish delegation for its visit to Londonderry, seen as a pre-election boost for the Social Democratic and Labour Party.

Tensions within the province always increase during the run-up to polling day.

As Dr FitzGerald left Dublin for a trip to North America, where he will make several speeches on Ulster, Mr Hurd said: "I think it is right that Dr FitzGerald on others making plans should take into account the sensitivities of the majority as well as the sensitivities of the minority."

Mr Hurd said that the Government had been told of the arrangements but that as Dr FitzGerald had not asked for any advice it had not given any.

Leading article, page 13

Ulster switches its policy on investment

The main focus of the Northern Ireland Industrial Development Board's efforts to attract inward investment to the province is to be shifted to Japan, Hong Kong and Britain and its generally unwavering concentration on continental Europe is to be reduced.

The board's efforts in Northern Ireland are also likely to be scaled down in the foreseeable future as it pursues what it sees as more promising prospects with expansive Japanese industry, mobile Hong Kong capital and the increasingly buoyant and expansive British industry.

The board is to publish its new medium-term strategy today. Changes it will contain will include an enhanced concentration on service industries as a potential source of new jobs.

Correction

Comments about the alleged illegality of Labour councillors withholding documents from opposition members on Southwark Borough Council were attributed in *The Times* yesterday to Mr Gerry Armstrong, the borough's deputy director of social services, instead of to Mr Toby Eckenley, the Conservative leader.

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Teachers' dispute Quarter of councils 'back union'

By Lucy Hodges, Education Correspondent

Thirty-one education authorities, including two Conservative councils, have now signed statements accepting the teachers' case for more money, the National Union of Teachers disclosed yesterday.

That meant that more than a quarter of the 104 authorities in England and Wales recognize the decline in teachers' pay since the Houghton award of 1974, and believe that the present 4 per cent offer was inadequate and that the employers' call for arbitration should be set aside, the union said.

North Yorkshire yesterday joined Buckinghamshire, which last week came out in support of the teachers, as the second Conservative council to support the teachers' case for more pay.

Other authorities to join the list yesterday were Brent, Hounslow and Tameside. All 31 authorities will now be exempt from the NUT's campaign of selective strikes.

Twenty-four of the 31 signing authorities are Labour, two are

Tory, three are hung and two Independent.

These councils have also agreed that the employers and teacher unions should together seek to obtain the necessary money to fund an increased pay award from central government.

Yesterday officials representing the local authority employers had preliminary talks with civil servants about repealing the Remuneration of Teachers Act 1965 and establishing a voluntary negotiating forum to cover both pay and conditions of service. Further talks are expected.

Employers want to negotiate on the concordat which gives the two representatives of the department of Education and Science on the Burnham committee 15 votes and a veto over the global sum for the annual pay award.

It is rumoured that if Sir Keith Joseph, Secretary of State for Education, refuses to agree to a reform of the Burnham machinery, the local authorities

will tear up the Concordat and refuse to allow the DES more than two votes in the management panel.

The second biggest teachers' union said yesterday that there was going to be an intensification of strike action in Norfolk and Cambridgeshire, where authorities have docked the pay of teachers who refused to attend parents' staff or departmental meetings.

● The NUT announced last night which 39 authorities would be affected by selective strikes next week. They are:

Bury, Salford, Trafford, Wirral, Huddersfield, Rotherham, Barnsley, Kirkles, Doncaster, Bradford, Nottinghamshire, Northamptonshire, Lincolnshire, Leicestershire, Walsall, Solihull, Wolverhampton, Warwickshire, Staffordshire, Suffolk, Norfolk, Hertfordshire, Essex, Cambridgeshire, Surrey, Kent, East and West Sussex, Hampshire, Cornwall, Berkshire, Gloucestershire, Oxfordshire, Wiltshire, and the five London boroughs of Barnet, Merton, Bexley, Barking and Croydon.

Peers regroup against GLC Bill

By Philip Webster, Political Reporter

Labour and Alliance peers yesterday were working on a strategy for tackling the Local Government Bill, meaning that the Government would again have to face an attempt by members of all parties to replace the Greater London Council with another elected authority.

After the Government scraped home with a majority of four on Tuesday night, relieved ministers were saying that the Bill's main hurdle had been crossed and its fundamental principle - the abolition of the GLC without its replacement by another authority -

had been endorsed and could not be raised again.

But yesterday it became clear that the opposition parties in the remaining nine days of the committee stage will try to widen considerably the scope of the "residual body". This body is already provided for in the Bill, but the Government envisages that it will serve minor tidying up functions after abolition, such as the management of existing debt, redundancy payments, and preparing final accounts.

As the Lords discusses the various services being handed to the London boroughs under the Bill, peers will try to have

them transferred instead to the "residual body", which will then assume a far greater significance than the Government ever planned.

If they are successful, and the Government admits it will be difficult to reproduce day after day its turnout of Tuesday night, an attempt will be made during the report stage beginning in June to make the "residual body" an elected authority.

In effect it will be yet another vote on whether there should be a mini-GLC, and the Government will again face the difficulty of raising its full Lords strength.

Union vote rigging inquiry may be reopened

Continued from page 1

vote. He agreed that there could well be other irregularities.

As a rule of thumb for deciding on the 12 batches of ballot papers he examined, Mr Garnett chose branches where there had been an overwhelming vote for Mr Todd or where complete books each of 50 ballot papers had been used up. He said that in the case of one branch returning 799 votes for Mr Todd and one spoilt paper, the odds on that happening without rigging would be 1 in 40,000.

In a remark at the press conference which caused gasps of astonishment, Mr Garnett said: "What makes me most angry is that if people are going to insult democracy, they take so little trouble about it. It is

best not to insult democracy in the first place."

He recommended that the tightening of controls at branch level ought to include branch scrutineers signing a declaration that the ballot had been fairly conducted, scrutineers at the subsequent regional count questioning votes of more than 85 per cent for one candidate, sufficient voting time to be extended for branches with scattered memberships and the introduction of a special form, used in the London region, to check for obvious irregularities.

The report completely exonerates Mr Sid Staden, the regional secretary who had been at the centre of the allegations. The regional counting of last spring's vote had been scrupulously conducted, Mr Garnett said, and he praised Mr Staden



Mr John Garnett: Union officials "played it straight"

for his "sincerity of purpose and honourableness."

Mr Evans, in a statement issued before it became known that Mr Garnett wanted to reopen the inquiry, said that the union was "dismayed" at the findings of rigging in the eight branches

Parties join battle for small majorities

By Hugh Clayton Local Government Correspondent

More than 24 million people are entitled to vote in today's county council elections, but fewer than half of them are likely to do so.

Opposition parties are confident that there will be a strong anti-Conservative vote and it seems certain that there will again be several "hung" results in which no party has an overall majority.

Widespread boundary changes and the presence of the Social Democrats in strength for the first time make the outcome hard to predict.

Majorities in some divisions are so small that it is possible that many local results will go against the national trend.

For example, Labour could still lose control of Avon even if it does well overall. Labour controls the 76-seat council



there with a majority of two, and some of its majorities on individual seats are very small.

Labour is defending several counties in which it made unexpected gains in the last shire elections four years ago. Elections are being held in 47 counties and there is no overall majority in 10 of them.

The Conservatives enter the election with clear majorities in 18 counties, while Labour holds 14, independents four and Liberals one.

Fight for the shires, page 12 Information Service, back page

HOW THE SHIRES VOTE

English county councils - shares of the vote (%)

	Con	Lab	Alliance	Others
1973 shire election	44	34	6	16
1977 " "	44	34	6	16
1981 " "	48	35	11	6
1983 general election	50	21	25	4
1984 Euro election	48	30	21	1

Welsh county councils

	Lab	Con	Lib	Ind	Others
1973 shire election	12	48	4	36	
1977 " "	24	35	2	39	
1981 " "	13	61	4	22	

English figures are only for counties where elections are being held today; Alliance shares for 1975 and 1977 are for Liberals only.

£8m cash back from DeLorean

Nearly £8 million has been recovered from the DeLorean sports car project, three years after it collapsed with the loss of £77 million taxpayers' cash. It was disclosed in the Commons last night.

Mr Rhodes Boyson, Minister of State for Northern Ireland, said £1.8 million had been recovered from the Dunsurry site in West Belfast where the DeLorean factory was sited. Another £6 million has been obtained through the sale of cars and various assets.

With legal action underway against Mr DeLorean and Mr Arthur Andersen, former auditors to the failed car group, Mr Boyson told MPs: "The Government will leave no stone unturned in getting money back which went adrift."

His announcement came during the debate on a highly critical report by the Commons public accounts committee which described the DeLorean affair, as one of the gravest cases of the misuse of public resources for years.

Docklands plan for Olympics

By Pat Butcher

A decision to build a new stadium, costing £100 million in London's dockland could be made in time to influence the British Olympic Association's choice of potential venue for the 1992 Olympic Games.

The 30,000-seat stadium, which could house all the indoor Olympic sports, is the subject of a feasibility study. Mr Ron Dane, the manager of inward investments for the London Dockland Development Corporation, said yesterday a decision could be made before the end of June.

Bids from cities wishing to stage the games have to be with the BOA by June 30. The City of London made a formal bid last week.

The cities' representatives will present their case to the BOA on July 12.

The IOC has extended its own closing date for 1992 bids from May 15 to August 15, to accommodate a late British application.

Advertising 'would drive BBC down market'

By Rupert Morris

Mr Stuart Young, chairman of the BBC, yesterday rebutted the much-touted suggestion that the corporation should take advertising.

Speaking at a lunch in London to members of the Newspaper Society, owners of Britain's provincial Press, he said that the BBC's critics were partial, the advertising lobby was interested in "profits, not programme", and the introduction of advertising would bankrupt many independent broadcasters, and drive the BBC downmarket.

Instead, the BBC was submitting to the Peacock committee, which is inquiring into the corporation and its financing,

"proposals for broadcasting the base of the licence fee, easing methods of collection and, most importantly, for lessening the burdens on the poorest members of the community."

Mr Young said afterwards that those proposals would include a £10 car radio licence fee, which would raise £100 million a year radio licence, multiple-set licences, and free black-and-white television for the poor.

New deal for consumers sought against firms restarting after liquidation

By Derek Harris, Commercial Editor

New legal sanctions to protect consumers were called for yesterday by Sir Gordon Borrie, Director General of Fair Trading.

He said in his annual report that there was an urgent need particularly to protect consumers against companies that went into liquidation only to restart elsewhere under a new name after shedding their debt difficulties.

There had been improvements in consumer protection, partly through industrial sector codes of fair trading set up with the Office of Fair Trading help, but there would be a need for the ultimate sanction of new laws to combat the worst misdeeds, Sir Gordon said.

He went on: "Clear laws and firm enforcement are clearly of great importance. Nor should we rest content with the law as it stands at present."

Sir Gordon is expected to produce in the early summer a discussion document which will suggest an extension of consumer protection law. It would involve a general statutory duty on companies to trade fairly, leaving detailed guidelines to codes of practice to be worked out in all sectors.

There has been anxiety at Sir Gordon's office about some rogue home improvement traders. A code of practice governing car selling has not been fully effective because some sellers have not been members of the trade association which has adopted a code.

In his report Sir Gordon says: "I am firmly of the opinion that legislation is urgently needed to protect the consumer against the situation when a company goes cold-bloodedly into liquidation, leaving its customers at the tail end of the creditors' queue, but reappears, sometimes within weeks, to recommence trading under a new name. And I am not sure the Insolvency Bill goes far enough."

The Bill places more sanctions on directors in liquidation cases.

He goes on: "Not all companies or trade associations are self-starters in taking the consumer interest into account when adopting new practices or latest technologies. Some may need a gentle push, or even a sharper elbow jab, from me or another source as an initial impetus."

If a trade sector is willing to act to help consumers his office

would be willing to offer guidance and encouragement. Sir Gordon said. There was a greater willingness in commercial circles to take on board the customers' points of view if only for sound commercial reasons, he added.

Among improvements in the past year noted by Sir Gordon had been clarification of how consumer credit worthiness was calculated, a motor-cycle trade code of practice and a building trade scheme, guaranteeing consumers against the effect of a builder's bankruptcy.

Competition considerations were of importance and should be fully taken into account in government plans for privatization or deregulation.

In scrutiny of mergers for effects on competition Sir Gordon said he was convinced it was necessary to retain flexibility to assess each bid on its merits.

Mergers involving more than £30 million in assets are removed from scrutiny, compared with the earlier £15 million ceiling, but Sir Gordon said that these smaller mergers might still qualify for investigation by the Monopolies and Mergers Commission.



Farm centre to protect rare breeds

A collection of rare breeds of farm animals was opened to the public yesterday at Hildenborough, near Sevenoaks, Kent.

Among the early visitors was Tamsin Lynch (above), aged seven, who got straight down to the task of making friends with a British Saanen kid goat.

Rare Farm Animals of Hollanden has been set up by Mr Brian Brooks, a farmer, to protect endangered breeds. The 60 species of ponies, cattle, sheep and pigs include four Eriskay ponies, of which there are only 40 breeding females remaining.

(Photograph: Harry Kerr).

Satellite TV comes to hotels and pubs

By Bill Johnstone, Technology Correspondent

Dozens of aerials are being erected in Britain to receive television programmes direct from satellite in spite of the Government's reluctance to approve the practice.

Most of the organizations which have invested thousands of pounds in the receiving equipment are either operating on some temporary licence or have purchased the receivers in expectation of the regulations being relaxed. Only British Telecom, Mercury and licensed cable operators have the approval to receive signals in this case television pictures, direct from a telecommunications satellite.

The system, called Satellite Master Antenna Television, is being installed in hotels, educational institutions, public houses and caravan sites around Britain and even oil platforms in the North Sea despite the Government's sluggishness. The Mayfair and Britannia hotels in London and the two Holiday Inns at Heathrow airport are among the first hotels to use or plan to use Satellite television.

The programmes on the satellites are feature films, sport, news, music and general entertainment. Bradford, Newcastle, St Andrews and Edinburgh universities are among those tuning or planning to tune into the satellites services for foreign-language programming. One of the satellites hovering over Britain, the European Communications Satellite, carries, among others, the French station TV5 and the Italian broadcasts from RAI.

Lying down births 'unnatural'

By Our Social Services Correspondent

Women should be allowed to give birth in positions other than on their back, Dr Faiz Haddad, a clinical assistant at Charing Cross Hospital, writes in the Journal Update.

"The medical establishment tends to regard these women as a vocal minority, and their ideas as a fashion, without scientific support."

But giving birth flat on the back is not a position women adopt naturally. In primitive societies, and in Europe before the sixteenth century, squatting, kneeling or standing was the norm, Dr Haddad writes.

Some studies suggest that allowing women to remain upright, squatting or standing, may shorten labour, as gravity aids the birth.

Hay fever affects one in 10 people, according to a separate survey published yesterday by the Consumers' Association in *Which?* magazine. The survey of 1,700 sufferers showed eight out of 10 believed they were "very badly" or "fairly badly" affected.

For children taking examinations, "summer can be hell" and parents should tell head teachers well in advance, the report says. "It is then up to the examination board to decide if your child's case merits special allowance."

However, the teachers' survey showed that 14 per cent of teachers would not notify examinations boards of hay fever sufferers, apparently because some see the condition as an excuse offered by badly performing candidates.

The Consumers' Association says corticosteroid sprays or sodium cromoglycate sprays, snuff or drops are worth trying in cases of nasal or eye irritation only. Antihistamine tablets should be tried if someone has nearly all the symptoms.

Pill suicides 'an invention'

A story that two girls aged 12 and 14 committed suicide because of the court ruling that doctors should not put under age girls on the pill without their parents' consent has been proved an invention. Mrs Victoria Gillick claimed yesterday.

Mrs Gillick, whose legal action led to the ruling, said she had telephoned every coroner's court in England and Wales to find the facts, something the Home Office had refused to do. None knew of such deaths.

It had been reported that doctors discussed two cases at a private meeting of the British

Medical Association's community physicians committee less than a month after the Court of Appeal ruling. One was a girl aged 12 said to have committed suicide believing she would no longer get the pill, the other a victim of incest by her father who feared her mother would get to know.

Mrs Gillick has said the publicity given the alleged suicides led to her being blamed for the girls' deaths. Witnesses have told of a demonstration at a Manchester University meeting with people shouting "murderess" at her for 20 minutes.

"I asked the BMA to investigate and MPs asked the Home Office for the facts. We were refused," she said yesterday. "So I set out to ring all coroners' courts in England and Wales, over 140. I was told there had been no such case from the Court of Appeal judgement on December 20 to the BMA meeting on January 11."

"I hope I shall now get an apology from those who refused to do anything to stop my life being made a hell over something which turns out to be quite untrue."

Doctor saw beaten girl 'only once'

By Tony Samstat

Jasmine Beckford was seen by a doctor only once in the first six months after she was taken from her parents and returned to her family that killed her, the independent inquiry into her death was told yesterday.

At the end of that six-month period, in November 1982, Brent Council in London decided to remove the child and her younger sister, Louise, from the non-accidental injury register of children at risk. Jasmine Beckford died last July, aged four, while still in the care of the council.

Her stepfather, Maurice Beckford, aged 25, was jailed for 10 years in March for her manslaughter and her mother, Beverly Lorrington, also aged 25, for 18 months for neglect.

The question of medical supervision emerged in cross questioning by Miss Presley Baxendale, counsel for the inquiry panel of Dr John Warner, consultant paediatrician at St Charles Hospital, North Kensington, who dealt with the two children after their admission in 1981 with the injuries that caused them to be taken into care.

Miss Baxendale asked Dr Warner whether it was unusual that the children should have been seen only once, if that, and then by a general practitioner and not a paediatrician during such a critical period. Dr Warner agreed that he was surprised and said he would have expected at least monthly checks in such circumstances.

Ex-Labour MP to lead retailers

Mr Tom McNally, the former Labour MP for Stockport South and political adviser to Mr James Callaghan when he was Prime Minister, has been appointed director general of the Retailers Association.

He also becomes director of the British Retailers Association but the two organizations will remain autonomous.

'Soldier seen near' shot Army men

A shepherd told a murder trial yesterday how he found three dead men while driving home on an isolated hill track in Midlothian.

Mr William Kenyon, aged 39, told Edinburgh High Court: "My wife and children were in the car and they noticed the body of a person lying in the door of Loganlea Cottage. I shouted 'are you all right' and then I noticed the blood."

That morning he saw an Army Land-Rover being driven quickly to the head of the track

where it turned before being driven back down the glen road.

Corporal Andrew Walker, aged 30, of the 1st Battalion, Royal Scots, has denied shooting two soldiers and a retired major with a sub-machine gun and robbing them of £19,000 on January 17.

A hill walker, Mr George Hobbs, aged 44, said he saw a figure in military uniform run towards him and disappear near their bloodstained Land-Rover. The hearing was adjourned until today.

£160m plan by hotel chain for UK

By Our Commercial Editor

A £10 million London docklands hotel is likely to be among 26 new Holiday Inns planned in the United Kingdom during the next 10 years by the world's biggest hotel chain.

Holiday Inns plans new investment of £160 million in Britain with the creation of about 2,000 jobs.

It also announced in London yesterday a £5 million, 49 per cent stake in the Midland Hotel, Manchester, on which £12.4 million will be spent in refurbishment.

As a Holiday Inn it will be next to the exhibition centre being built on the old Central railway station site.

There are 17 Holiday Inns in Britain, most of them developed by Commonwealth Holiday Inns of Canada (Chic) which is the key international franchisee.

Holiday Inns based in the United States, is likely to offer franchises for about half of the new British properties, but other companies may be involved as well as Chic. Mr Sigi Bergmann, managing director, Europe, for Holiday Inns said.

● Hong Kong's Mandarin Hotel won the Hotel of the Year Award for the third time in succession last night.

Other hotels, including one in Beira, Mozambique, and one in Lagos, Nigeria, were criticized as being among the worst in the world, at an award ceremony in London.

VC seller dies in car crash

Mr James Nicholson, aged 44, of Tadcaster, North Yorkshire, who sold his father's Victoria Cross two years ago to highlight the plight of war widows, has been killed in a car crash. His car ran off the road near Harrogate.

Mr Nicholson and his mother sold Flight Lieutenant James Nicholson's Victoria Cross, the only one awarded during the Battle of Britain, for £110,000 and also lobbied MPs for increased pensions for war widows.

Flu toll 22

The number of deaths from an influenza type virus in Staffordshire has risen to 22 yesterday after two elderly men died in hospital.



China girl Carolee Hodges, aged 24, a London-based reservations assistant with Cathay Pacific Airways, who last night presented the first weekly western pop music programme in Chinese broadcast by Radio Luxembourg to the Canton province of southern China. Radio Luxembourg has signed an agreement to provide programmes and advertising sales for Chinese television. Carolee was born in Hong Kong and speaks Cantonese fluently. (Photograph: Harrison).

Detective denies calling theft suspect 'pimp'

A police witness denied at the Central Criminal Court yesterday that he laughed and called a suspect a "pimp" when interviewing him in connection with the alleged theft of cheques totalling £150,000 from the Duke of Devonshire.

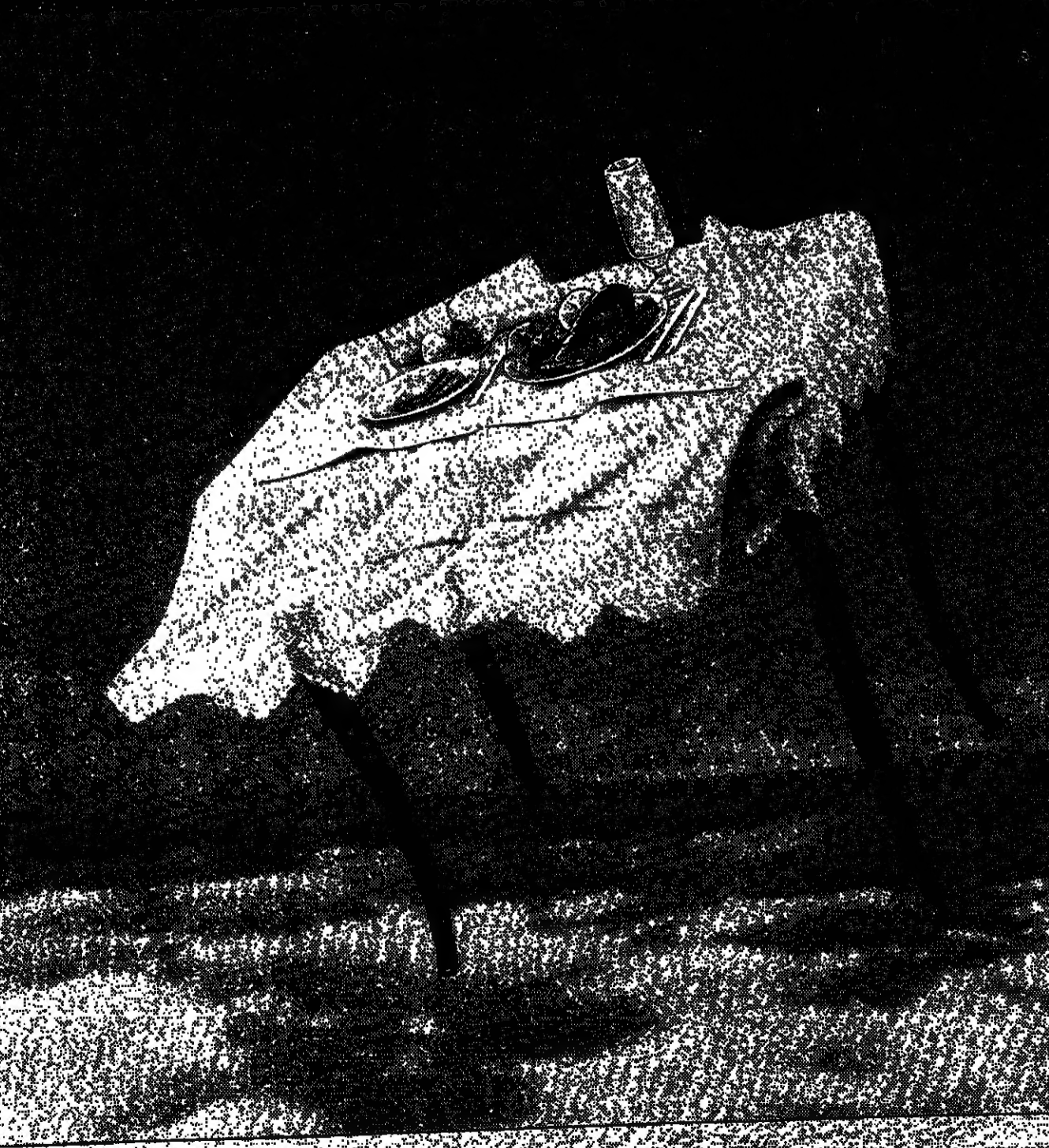
Mr Heraklis "Ricky" Kouzoupis, aged 31, who, it has been alleged "fixed up" the duke with a girl friend, was angry at being described as a "pimp" living off the immoral earnings of a woman. Mr Anthony McNeill, for the defence said.

Mr McNeill told Det Constable Brian Cartwright: "You took the view that my client could be somebody like a pimp and you called him one". The officer replied: "Nothing like

that took place". Replying to Mr Anthony Wicken, for the prosecution, PC Cartwright said that he "had no reason" to believe that Mr Kouzoupis was a pimp, although Mr Andrew Shells, one of the four defendants, had suggested that Mr Kouzoupis obtained the cheques "as a result of his activities in that regard".

Mr Kouzoupis, of Hereford Road, Acton West London, Mr Shells, aged 43, a hairdresser, and his brother Jack, aged 35, a clerk, both of Northolt Road, Harrow, north-west London, and Mr Peter Callaghan, aged 25, a chauffeur, of Leicester Street, Westminster, central London, all deny charges arising out of the alleged theft of cheques from the duke's home. The trial continues today.

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Defence White Paper

Merchant fleet's decline could endanger our commitment to Nato

By Rodney Cowton
Defence Correspondent

Concern that the continued decline of the British merchant shipping fleet could make it difficult for Britain to meet some of its defence commitments is expressed in the annual statement on the defence estimates published as a white paper yesterday.

Other points it makes are that there are unlikely to be any significant changes in Britain's contributions to Nato in the foreseeable future and that for Britain to abandon its nuclear deterrent would be a "reckless gamble". It also explains why Mr Michael Heseltine, Secretary of State for Defence, believes a defence review can be avoided.

An extended discussion of Britain's defence roles inside and beyond Nato will be seen as a response to criticisms of deficiencies in last year's White Paper. Yesterday's document is noticeably lacking in a suggestion of any long-term changes in priorities, and amounts to a reaffirmation that the Government believes it has got its defence policy about right.

There have been suggestions that limitations of resources will force the Government to undertake a review of its defence commitments, particularly after the abandonment of the commitment to achieve an annual 3 per cent real growth in spending.

REAL INCREASE IN SPENDING

But the White Paper says: "This takes no account of the continuing impact of the substantial real increase in defence spending between 1978-79 and 1985-86, nor of the significant improvements in efficiency which ensured, and will continue to ensure, that more output is bought for a given cash input. It will certainly be

UK MERCHANT FLEET (Principal categories required for defence purposes)					
Number of hulls available					
	1980	1981	1982	1983	1984
Tankers	118	100	85	74	78
Breakbulk/general cargo	310	246	204	183	169
Container ships	74	59	56	55	56
Passenger vessels/ferries	170	158	145	144	145
Trawlers	37	35	23	18	16
(1000-1999 Gross Registered Tonnage)					

Source: Lloyd's Register of Shipping statistical tables 1984.
Not all ships included are necessarily suitable for defence purposes.

necessary to plan flexibly to match the forward programme to the available cash and to make appropriate provision for contingencies.

"But the forward programme should not be seen as a rigid plan stretching 10 years ahead, establishing commitments in detail to exact equipment numbers with specified in-service dates. It is in practice continually being adjusted for a range of reasons, including technological and industrial constraints and opportunities, as well as budgetary limitations.

"The annual re-costing of forward defence plans, related to assumptions endorsed for costing purposes only, permits necessary adjustments to be made progressively in the light of reappraised requirements or other new developments. It also provides a basic framework within which ministers can authorize expenditure commitments, with confidence that these can be discharged within the future resources expected to be available for defence."

Emphasizing the importance the Government attaches to achieving increased competition in the 46 per cent of the defence budget that it spends on buying equipment, the White Paper says that 60 per cent of new contracts are priced in competition or by other reference to market forces.

NAVY CONCERN OVER FRIGATES

The White Paper goes further than previous government statements in expressing concern about the decline of the British merchant shipping fleet, although it says that at present "with the exception of large deep-sea trawlers for mine-counter-measures operations, there are sufficient ships in each category to meet our defence needs."

However, it goes on: "The recent decline in the overall size of the United Kingdom's merchant fleet has had differing effects upon the various types of vessels needed for defence purposes. It is of concern that, the decline continues for several more years at the present rate, it could become increasingly difficult for us to discharge at least some of our Nato obligations."

A study into the future trends of availability of types of merchant ship needed for defence purposes is expected to be completed by about the middle of the year, and "the implications for defence and any consequential action that may be needed, will then be carefully studied."

It also says that after the demise of the distant water fishing fleet, studies are in progress to find means of carrying out the roles in anti-mine operations which would have been performed by trawlers.

The White Paper gives little new information about the Government's long-term intentions about the British frigates to be built, or the replacement of the present generation of amphibious shipping, issues which are of concern to the Royal Navy.

IMPORTANCE OF NORWAY FLANK

It does, however, appear to confirm the Government's intention to retain an amphibious capability by saying: "We are considering a range of options for providing a future amphibious capability once the existing specialized ships come to the end of their planned life."

Nato's northern flank, around Norway, is one of the primary areas in which amphibious operations would be likely to be conducted in war. The White Paper refers to the "vital importance" of this flank "to the integrity of the alliance and to the conduct of maritime operations in the Norwegian Sea and Atlantic, as well as to the defence of the United Kingdom itself."

The White Paper outlines Britain's contribution to Nato in four areas: British nuclear forces; on the United Kingdom; on the European mainland; and in the Eastern Atlantic and the Channel. It says: "We remain fully committed to providing a substantial British contribution in all four areas, and there is no likelihood of major changes being made either to the levels or to the capabilities of these forces in the foreseeable future."

FORCE REDUCTION IN FALKLANDS

Regarding the Falkland Islands, the White Paper says that the force level maintained there is at the minimum size necessary to defend the islands. It has proved possible to reduce numbers steadily during the past year. The opening of the main runway of the new airport at Mount Pleasant this month "will greatly improve our rapid reinforcement capability."

When the airport and garrison facilities are complete (which will not be for another year) we should be able to reduce still further the level of forces permanently stationed on the islands.

Statement on the Defence Estimates, Command Nos 9227-1 and 9227-II Stationery Office, vol 1 £4.50.



Dr Glover with Miss Sanderson, wearing a jumper with the names of nurses and doctors who tended her.

Research drug cures Lassa fever nurse

Miss Jill Sanderson, aged 27, the nurse who beat Lassa fever, yesterday spoke of her joy at being released from a plastic tent after nearly eight weeks of treatment.

"The most exciting thing I noticed was the breeze on my face," Miss Sanderson, from Knaresborough, north Yorkshire, told a press conference in Bristol.

Doctors say her recovery at the high-security Ham Green Hospital, near Bristol, was due mainly to a new drug which is still undergoing research.

The nurse, who is thought to have contracted the fever while delivering babies as a volunteer midwife in Sierra Leone, said she would not be returning to Africa to complete a posting with Voluntary Service Overseas, but she said she had decided to continue nursing.

On March 8, in a £32,000 RAF emergency flight, she was flown from Africa to Bristol. She was taken to Ham Green in a plastic tent. She was released from it only last Friday, when doctors declared her clear of the virus, which kills one in three of its victims.

Dr Stuart Glover, the specialist in charge of the Bristol unit, said he believed Miss Sanderson had recovered mainly through the use of the drug, Ribavirin, not yet used in Britain, combined with her personal courage and faith.

Criticism of airport tendering

By Richard Evans

The Falkland Islands airport, due to be officially open within the next few weeks at an estimated cost of £276 million, might have proved less expensive with wider tendering of the Commons public accounts committee said yesterday.

The Property Services Agency, which usually demands 10 tenders, is criticized for accepting tenders for just three consortia. The contract was won by Laing-Mowlem-Amey Roadstone.

Two stand trial in arms case

John Apted, aged 51, of Offchurch, Lanc. Radford, Peter Simpkin, aged 39, of Ashton under Hill, Evusham, were charged at Leamington Spa Magistrates' Court yesterday with illegally exporting military surveillance equipment to Syria and committed for trial at Warwick Crown Court.

They were granted bail on condition that they live at home, and surrender their passports.

Shops take over from ballroom

The Co-operative Insurance Society has announced a £5 million restoration scheme for the Cad'oro building in Glasgow's city centre. It takes its name from the Ca d'Oro in Venice.

The company is to restore the former ballroom and restaurant on the corner of Gordon Street and Union Street to provide shop and office accommodation. It was originally built as a furniture warehouse in 1872.

Toys cut-back

Palltoy, one of Britain's largest toy manufacturers, is to cease manufacturing at its factory in Coalville, Leicestershire, with the loss of 297 jobs.

Saddles theft

Thirty saddles and items of tack worth £6,000 have been stolen from a farm near Lydney, Gloucestershire.

Libyan businessman shot for 'terrorist failures'

A Libyan businessman shot in the head last year while awaiting trial on terrorist bombing charges was probably killed because he failed to carry out fully acts of terrorism, an inquest was told yesterday.

Beside Ali el-Ghahour's body was a note in Arabic which said: "This is the punishment for the one who is employed to do a job and does not succeed in doing it. Signed Al-Fatih forever and the committees everywhere."

Al-Fatih means "opening" and is used in Libya to describe the revolution. Westminster Coroner's Court was told.

El-Ghahour, a father of six who was born in Tripoli, was found in a flat in Bickenhall Mansions, off Baker Street, west London, last August. He had been dead for several days.

Ali el-Ghahour, aged 45, who lived in Randolph Crescent, Maida Vale, was said to be able to arrange anything for anyone legal or illegal. Detective Sergeant Ronald Elbourne, of Scotland Yard's anti-terrorist branch, said that he had leanings towards Gadafi because that was where his business was. "But he went with the wind," Police inquiries are continuing.

State sell-off turns Olivetti chief into food king of Italy

From Peter Nichols, Rome

The ice creams may taste the same, but the whole flavour of the Italian foodstuffs industry has changed overnight with the news that the state has privatized its huge holdings in everything from tinned tomatoes to motorway restaurants in order to concentrate on high technology.

The purchaser is Signor Carlo Benedetti, the chairman of Olivetti. Ironically he is best known for turning Olivetti into Europe's biggest challenger to the Americans in the field of high technology.

From John Best, Ottawa

The voters of Ontario, Canada's most populous and industrially powerful province, go to the polls in a provincial general election today and there may be some surprises in store.

The Progressive Conservative party, which has controlled the province of nine million people for 42 years, is fighting an unexpectedly strong challenge from the Liberals, with the left-wing New Democratic Party (NDP) also in the thick of the fight.

In February he showed his belief in the future of the food industry by buying control of the failing Buitoni company, a leading pasta maker. Now, with the purchase of the state holdings, his grouping is four times bigger on turnover than his nearest Italian competitor and powerful enough to keep away the various multinationals showing an interest in the Italian market. There is already talk of agreements with American companies to market his group's goods in the US.

The purchase, an unprecedented act of privatization, appears to reverse the trend of increasing state participation in the Italian economy. Some murmurs of anxiety have come from the unions.

Much praise has gone personally to Signor Romano Prodi, chairman of the state holding company IRI, who has consistently said the state had no permanent place in the food-stuff business. IRI came by its principal holdings in foodstuffs in 1963, when one of the biggest groups, SME, was in difficulties. It was nationalized, which in Italian terms means the state took a controlling interest while leaving the structure of a normal private company.

IRI is frequently attacked as being simply a support for failing industries. But in this case, it brought profitability back to its foodstuffs interests and handed them over for about the same money, 300,000 million lire (£210 million), that was spent nursing them back to health.

The money will be spent on IRI's increasing interest in telecommunications, which Signor Prodi feels is a much more appropriate field.

Opinion surveys have shown the Tories, under Mr Frank Miller, their new leader and Premier, slipping in popularity with the Liberals and the NDP gaining. A Gallup poll at the weekend gave the Tories 43 per cent of the decided vote, the Liberals 33 per cent and the NDP 23 per cent. One per cent went to the other parties.

That represented an 8 per cent decline for the Tories from a similar survey conducted in March, while the Liberals were up 4 per cent and the NDP 3 per cent.

EEC battle lines drawn

Bitterness after the taste of champagne

From Ian Murray, Brussels

For the thousandth time the Council of Ministers of the European Communities has been called together today. Appropriately enough, for a community so dominated by the subject, they will be talking about agriculture.

It will be a bitter council and any celebrations will be short-lived as West Germany digs in to its prepared position to withstand any onslaught on cereal prices. Champagne will be quickly disposed of and ministers will probably soon get on to the council's official working drink - whisky.

Whether the Tories are actually in danger of losing power remains unclear. Signs of a political earthquake are not that visible, but many observers feel that a minority government is a possibility.

At dissolution of the legislature, the Tories held 72 of the 125 seats.

The campaign issues have ranged across the economic and social spectrum, with Mr Miller, Mr David Peterson of the Liberals, and Mr Bob Rae of the New Democrats competing to offer promises that would cost taxpayers billions of dollars.

The clock-stopping play has had to be used often since, because ministers are often incapable of negotiating seriously until they are up against a time deadline.

The council has grown and changed significantly since the "fusion" treaty started the new numbering process. In its first full year it met 38 times, on 18 occasions to deal with agriculture. In each of the last two years there has been a total of 30 meetings.

The scope has changed. Whereas in the beginning there were only seven different types of council, last year 20 specialist meetings were convened covering everything from culture to patents and justice, as well as the monthly agriculture, foreign and finance sessions.

The point should note this is not actually the thousandth time the Council will have met. On seven occasions a session has been convened, awarded a number and then cancelled because it was clear that absolutely nothing could be achieved.

If those criteria were always applied the council would probably have to wait until the next century before celebrating its thousandth meeting.

Mr Miller's main campaign promise is a billion-dollar programme of tax incentives for small businesses. Mr Peterson and Mr Rae have both put most emphasis on revamping the provincially operated, multi-billion-dollar medical care insurance plan.

Bubbling in the background, is a potentially explosive question which could hurt the Tories badly - the decision of Mr Miller's predecessor, Mr William Davis, before he quit as Premier last autumn to extend full public funding to Ontario's Roman Catholic school system.

Today's council may drag on into Saturday, but it is in no danger of setting a record. That was set in March by foreign ministers when they spent five days racing against the clock to complete negotiations for Spain and Portugal to enter the Community.

The real record was set in the old days before the "fusion" treaty of July 1967 which set up a single council and a mission for economic, coal and steel and atomic energy communities.

That record, appropriately enough, was also over agriculture. It was the session which brought the common agricultural policy into being and it

Until now, such funding has been available through all but the last two years of high school.

The decision has aroused religious bigotry between Roman Catholic and Protestant and caused confusion in the public and separate school systems, especially because the enabling legislation still has not been passed although the programme is supposed to go into effect this autumn.

It is difficult to gauge the political effect, because all three parties support the Tory policy.

Strikers step up pressure

From Patrick Knight, São Paulo

A wave of strikes is spreading in Brazil and virtually the entire public sector is expected to be halted in São Paulo today by stoppages planned to paralyse transport and utility industries.

Although 50 strikes are now in progress in leading cities, including the second longest so far by 120,000 São Paulo car workers. They have been out for three weeks to demand higher wages and a shorter working week. Three of the country's four airlines have been strike-bound for two days.

Most strikes are attempts by workers to gain purchasing power lost during the past three years, when wage rises have been held below increases in the cost of living.



Two-year charge: John Stanley Sykora (right), aged 32, of Chicago, leaving a Miami court yesterday chained to another prisoner after being refused bail on a charge of abducting Cheryl Cramer, a teenage schoolgirl and keeping her captive for two years.

UPI gets funds to pay staff wages

Washington (Reuters) - A US bankruptcy court judge yesterday approved an interim financing agreement which would enable United Press International (UPI) to continue operations and pay salary cheques which bounced last week.

Refused to consider immediately the issue of ownership and possible sale of the 78-year-old news agency, which filed on Sunday for protection from its creditors under the US bankruptcy code, pending an attempt to right the company through reorganization.

A lawyer for UPI's two principal owners said in court that they had been holding

separate talks with the Reuters news organization, and a group of investors led by Mr Pedro Lopez, president of the Miami-based General Federal Savings and Loan institution.

The lawyer, Mr Gary Jacobs, said the owners felt the best thing to do with UPI was to sell it and the investor group was ready to buy it for \$10.8 million (£8.6 million) this week.

Mr Jacobs told the court that the owners, Mr Douglas Ruhe and Mr William Geissler, had already taken full control of Media News, UPI's holding company, along with a third director, Mr Rinaldo Brutoco, an associate of Mr Ruhe.

He said Mr Ruhe and Mr

Geissler had dismissed Mr Luis Nogales as head of Media News and would soon ask the court to reconstitute UPI's board and force Mr Nogales from office.

Mr Nogales said later he would fight the dismissal and had no intention of resigning.

Yesterday Judge Bason allowed UPI to get further operating funds from its main lender, Foothill Group of Los Angeles. The new agreement with Foothill will provide as much as \$4 million.

Judge Bason also agreed to money being freed to pay employees, who were told not to deposit cheques to a total value of \$1.4 million after Foothill stopped its financing last Thursday.

More soldiers for front line

Plans to increase the number of British front-line soldiers by reducing the number in support were announced yesterday by the Ministry of Defence in a document published with the statement on the defence estimates.

The Army's front-line strength of about 40,000 men is increased by 4,000, including a new armoured regiment.

Under the title "Lean Look" the Army has studied support functions to see where people could be spared and yesterday's "open government" document gives the results of 22 separate studies, which produced more than a hundred detailed recommendations from "the most comprehensive and searching review of its kind for many years."

Among the results are:

1. Nearly 800 posts to be saved by using private companies for tasks at present carried out by soldiers.
2. These will include private catering in a further 29 army establishments and using private companies instead of the Royal Corps of Transport to operate cars, vans, buses and lorries.
3. Civilian contractors will administer army warehouses.
4. Civilians employed by the Ministry of Defence will take over some soldiers' jobs.
5. It is hoped to redesignate up to 300 posts filled by male soldiers so that they can be done by women.
6. About 1,000 posts are to be saved by reducing the "superfluous" allowance under which units carry additional men to fill in for those sick or on leave.

People thus released will man new equipment as it comes into service. Most will be with the British Army of the Rhine, but about 20 per cent will be in the United Kingdom.

Among the equipment they will operate are the tanks of the planned twelfth armoured regiment. This will mean that the number of tank regiments in BAOR has been increased by four since 1979. Other equipment requiring extra manpower is the multi-launch rocket system, and a new close air defence regiment. It is also intended to increase the number of army helicopter units, which is regarded as "excessively light."

Exercise Lean Look, Defence Open Government Document 85/03.

Leading article, page 13

Brussels death blast raises summit fears

From Ian Murray, Brussels

An explosion which killed two firemen in Brussels yesterday has raised fears that international terrorists are preparing a new offensive to coincide with this week's meeting of world leaders in Bonn.

The blast, caused by a bomb in a van parked behind the headquarters of the Belgian Employers' Federation in the heart of the city, ripped through the surrounding office blocks, shattering hundreds of windows and injuring 13 women cleaners inside.

The death of the fireman was in part due to a tragic misunderstanding with the police.

Just after midnight the brigade received a report of a van on fire in the Rue des Sols near the central station. The fire engine arrived to find a policeman trying to clear people from the area.

He had found a leaflet

warning of a booby-trapped vehicle and advising no one to go near. But the engine raced down the street to the van, which exploded as they came alongside. One of the crew was killed immediately. Another died in hospital several hours later.

The leaflet was signed by the "CCC" - the Fighting Communist Cells - a shadowy left-wing group which has been carrying out a bombing campaign, principally against Nato installations, since last October. The paper bore the terrorist group's five-pointed star monogram and a photograph of the employers' federation, which was the real target. The bomb was to show solidarity with workers on May Day, it said.

Belgian police have been on the alert for bomb attacks against prestige targets following tip-offs that a new terrorist campaign was being mounted in the capital.

Tass warns US to stop 'poisoning' relations

From Richard Owen, Moscow

As President Reagan arrived in Bonn yesterday Moscow gave the United States a warning to stop "kindling mistrust and poisoning the atmosphere" by using the death of an American officer in East Germany for "political ends".

But the Russians made no mention of the expulsion of a Soviet diplomat from Washington last Friday because of Moscow's "unacceptable" stand over the killing of Major Arthur Nicholson in March.

Diplomats said yesterday's attack by Tass could be in lieu of diplomatic retaliation.

While the emotions felt by Major Nicholson's family over the tragedy were understandable, it was unseemly to use the killing for political ends. If Washington really wants to conduct a serious dialogue... and jointly to look for ways of improving Soviet-American relations, then it should act accordingly. "Tass declared.



Saying it with flowers: The Princess of Wales accepting a bouquet from a young admirer as she and the Prince arrived at Syracuse in Sicily.

Space zoo snags

Animal waste fouls shuttle

From Mohsin Ali, Washington

Scientists on the space shuttle Challenger have carried out successful experiments despite problems with defective lasers, blown fuses, faulty plumbing and crumbling rat food from the zoo on board.

The scientists are carrying out 15 experiments on human and animal weightlessness in space, growing crystals, astronomy and other topics during the week-long mission.

On Tuesday hundreds of animal food and waste particles floated from the cages of the 24 rats and two squirrel monkeys in Challenger's European-developed space lab.

Rat and monkey faeces also leaked out, forcing Dr William Thornton, a physician, to put on a smock and a mask.

The lack of gravity made it hard to give food and water to the animals. During a feeding session, nutrition bars began to crumble. The crumbs were all over the laboratory. One rat had to be hand-fed a gelatin bar to get water into him. A

monkey had to be coaxed into eating more banana pellets.

This is the first time that animals have accompanied a shuttle crew to determine the effects of weightlessness on them. The crew described the nameless monkeys and rats as "real clean and real happy".

The shuttle flew through what one crew member described as "spectacular" rainbows of charged electrons thousands of miles long.

Magnificent television pictures of the northern and southern lights were beamed down as they flew near the Poles. "I wish you could be up here," said Dr Don Lind, one of the five scientists in the crew of seven, as he photographed the Aurora Australis.

Despite the many technical snags during the first two days of the mission, Nasa officials hailed it as the most important scientific mission undertaken by the space shuttle. They may even extend it by one day until next Tuesday.

Texan the old man of Everest at 55

Katmandu (Reuters)

Richard Bass, a flamboyant Texan, has become the oldest man to stand on top of Mount Everest at the age of 55 years, four months and nine days.

He took the title of "old man of the mountain" from Chris Bonington. It was his fourth attempt in three years.

Dumping halted

Amsterdam (Reuters)

Greenpeace environmental activists prevented a Belgian ship from dumping chemical waste in the North Sea for the second successive day by chaining themselves to discharge pipes hanging over the vessel's sides.

Riots inquiry

Lagos (AFP)

There will be an official investigation into bloody religious riots last Friday involving the extremist Muslim Maitatsine sect in the town of Gbombe, in Nigeria's north-eastern state of Bauchi. At least 150 deaths were reported.

Newman sues

Los Angeles (Reuters)

Paul Newman and the film director, George Roy Hill, filed a \$2.6 million (about £2.3 million) lawsuit against Universal Studios, alleging they were underpaid on videocassette sales of two of their films, *The Sting* and *Shogun*.

Chess bids

Zurich (Reuters)

France, Britain and the Soviet Union have submitted bids to stage a rematch between the defending world chess champion, Anatoly Karpov, and the challenger Gary Kasparov, a top chess official said here.

Somalia famine

Nairobi (Reuters)

Somalia has appealed for international relief assistance to stave off famine threatening three million people. Radio Mogadishu reported. Twelve of Somalia's 18 regions have been seriously affected by drought.

Ambush murder

Rome (AP)

A policeman died and another was injured in a terrorist ambush 25 miles from here on the road to Aquila. Gunmen opened fire when the police stopped to see why their car had pulled into the emergency lane.

Anger at film

Sydney (Reuters)

Police used batons to quell about 250 Vietnamese who stoned people and smashed windows after the showing of a pro-Hanoi film here to mark the 10th anniversary of the end of the Vietnam war.

Driver dies

Lima (AP)

A driver shot during the assassination last week of Peru's national election board president has died of his injuries. Maoist Shining Path guerrillas have been blamed.

Masks for all

Seoul (AP)

South Korea plans to supply gas masks to its people as a preparation against possible chemical attacks from the North. The masks are to be given to the entire population of 40 million.

Chileans exiled

Santiago (Reuters)

Twelve people arrested at socialist concert were sent into exile in remote parts of Chile for contravening a ban on political meetings.

Poll dispute threatens Budget

From Michael Binyon, Washington

A bitter dispute has broken out in the US House of Representatives after the Democratic majority voted on Tuesday to seat a Democrat who won a disputed election in Indiana by only four votes.

Three recounts since polling day in November have each given a different result, and the Republicans, who at one stage appeared to have won the seat, have called for a new election. Angry at being overruled, they have threatened to disrupt proceedings in coming weeks, delaying the budget and other measures.

The dispute began on election night itself, when Mr Frank McCloskey, the Democratic candidate, was declared winner of the state's eighth district by 72 votes. But a corrected computer result then gave victory to his Republican opponent, Mr Rick McIntyre, and Indiana declared him the winner.

When Mr McIntyre arrived in Washington to take up his seat in January, however, Democrats in the House of Representatives, which has the constitutional right to decide election results, argued that Indiana's recount procedure had missed 5,000 votes.

Instead they voted to seat neither candidate but to have a recount supervised by two Democrats and a Republican. This last result returned Mr McCloskey, by the narrowest election margin this century.

The Republicans, furious at what they see as the high-handed tactics of the Democratic majority, are using the incident to assert themselves and to take a more confrontational approach to House business. Delaying tactics have already led to the postponement of important bills on funds.

Beneath the dispute is Republican frustration at the hold the Democrats have had over the House for more than 30 years and the prospect, for younger Republicans, of spending all their political careers in opposition.

Gibraltar urged to save architecture

From Charles Knevvit, Architecture Correspondent, Gibraltar

The second and final stage of the Gibraltar Heritage Conference ended here with calls to consolidate the Rock's eighteenth and nineteenth century architectural inheritance by finding new uses for important buildings, rejecting large and insensitive development proposals and opening up what one delegate called the colony's "Alice in Wonderland" planning processes to public debate.

There are fears that pressure to cater for mass tourism since the reopening of the border with Spain could destroy the uniqueness of Gibraltar.

The conservation lobby, which is branded as "extremist" by Gibraltar government ministers, objects to the system by which the public is excluded from the planning process for new buildings. Permission is granted for schemes which are never published or debated, applicants cannot speak in support of their plans, objections cannot be raised and no reasons are given for rejection.

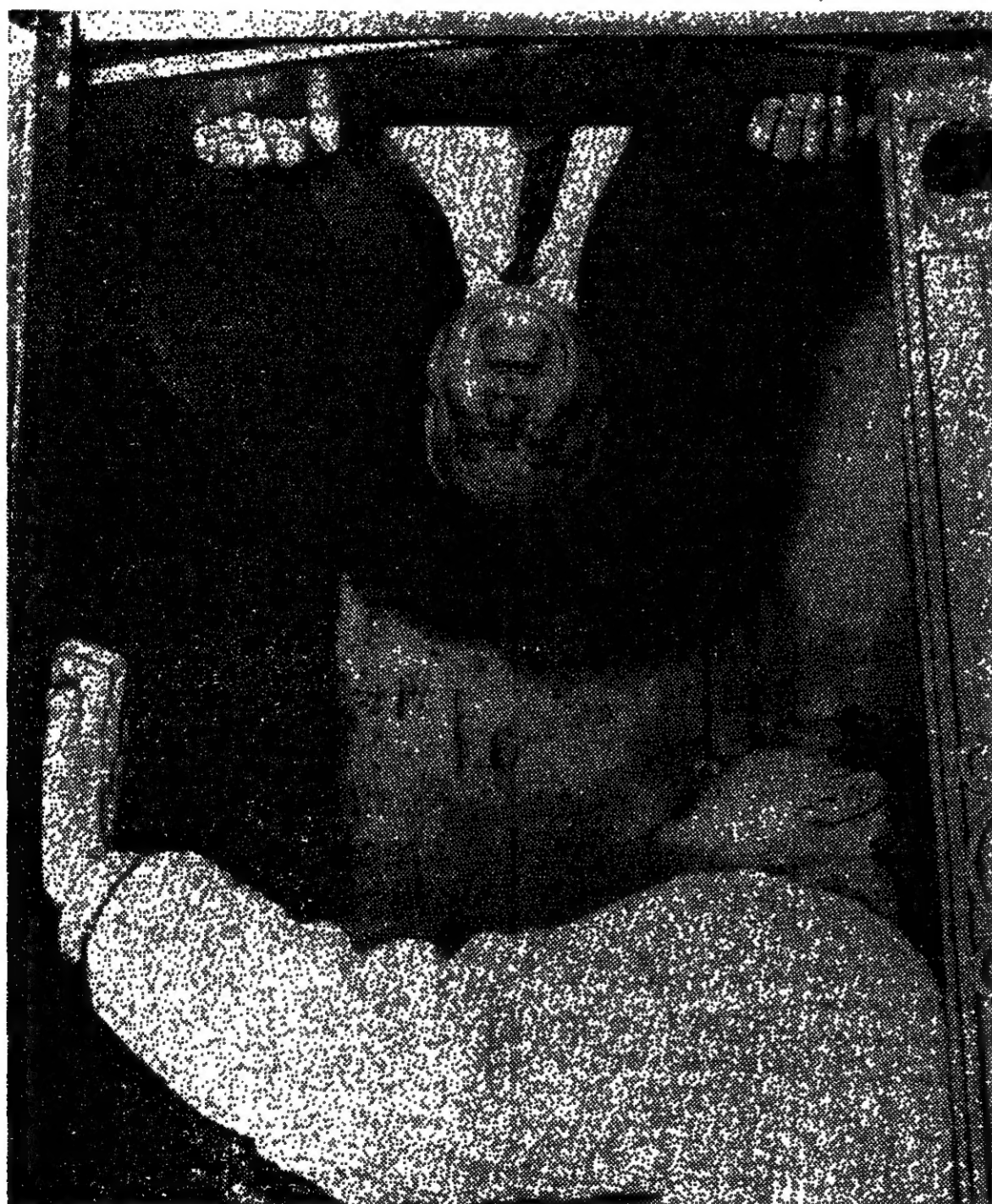
Opening the first part of the conference in London last February, the Duke of Gloucester said that large scale change did not mean great thinking. "There is a risk of creating a place people don't want to go to. Gibraltar, given the chance, can make its choice only once," he said.

That once-only opportunity has been uppermost in the minds of the 45 delegates who spent three days here visiting historic sights.

Mr. C. Culatto, chairman of the Gibraltar Conservation Society, said that tourists and off-shore financial services should be accommodated by converting existing buildings, such as the barrack blocks, into offices.

Mr. George Allen, of Save Britain's Heritage, told the conference that planning decisions should not be made without debate. He said: "There is a need to open up the process to the public and reform rent control systems which are such a disincentive to care and repair. Both of them have an 'Alice in Wonderland' quality about them."

Gibraltar had one of the most spectacular opportunities for conservation-led development in Europe, he added. "Conservation is a potentially dynamic economic force. The Rock may need to attract money from outside, but what it really needs it can have for free - a change in attitude."



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Lebanese Muslims offer to spare Christian town in return for truce

From Robert Fisk, Beirut

The fighting that has driven at least 60,000 Christians from their homes east of Sidon drew to a temporary halt yesterday as Druze and Shia Muslim leaders in Lebanon offered to spare the Christian town of Jezzine, itself crowded with refugees, in return for a ceasefire agreement that would place Lebanese Government troops between the two sides.

But with the "South Lebanon Army" militia, trained and armed by Israel, still inside Jezzine and the Christian Phalangists still calling for revenge, the chances of an immediate and lasting truce still seemed remote. The Lebanese Red Cross have brought 65 bodies out of the Kharroub region, north and east of Sidon, in the past three days, most of them Christians and some of them apparently mutilated after their death. A Muslim and Druze offer to the Christians to return to their looted homes is thus unlikely to be accepted.

The terms of the truce suggested by Mr Walid Jumblatt, the Druze leader, and Mr Nabih Berri, the Shia Muslim

militia leader who is also Minister of Justice, in the Lebanese Government, are as follows:

1 The withdrawal from Jezzine of Israel's proxy Lebanese "South Lebanon Army" militia and the deployment around the town of the Lebanese Army's First Brigade, which was trained under Syrian auspices.

2 The deployment of the Lebanese Army's Twelfth Brigade, mainly composed of Muslims, along the coastal road north of Sidon that was captured by the Druze at the weekend.

3 The return of all Christians and Muslims to the homes and property from which they fled "with solid guarantees that their safety is not threatened".

4 A real ceasefire in Beirut, where a four-party security committee would oversee the dismantling of militia fortifications.

The Phalangists asked for time to consider these proposals while the Lebanese Army commander, General Michel Aoun, whose men made not the slightest effort to prevent the

killing and looting at the weekend, apparently gave it a favourable response. Just why the Christians should put their faith in the Lebanese Army yet again when it proved both impotent and unwilling to defend them a week ago, however, has not been explained.

Nevertheless, there are few if any alternatives open to the Christians, unless they wish to go on flocking south from Jezzine to the Israeli buffer zone, a movement which might assist Israel in securing a "friendly" enclave along its frontier with Lebanon, but which would exile the refugees forever from their former homes.

Certainly, Mr Jumblatt has renewed contacts with the Christian leadership in Jezzine in an attempt to halt the exodus from there to southern Lebanon. Equally certain is the impossibility for the Christian refugees of returning at once to the area of Sidon, not least because many of their homes have been burnt as well as looted.

Mr Jumblatt has several times offered to compensate them for their losses, but he has not revealed where the money to do this would come from.

The Druze militia did escort about 130 Christians from the area north of Sidon through to Beirut, protecting them from gunmen around Jijc. In Beirut itself, the overnight mortar and artillery battles between Christian and Druze militias was less intense than on previous nights.

Leading article, page 13

Shultz hint of \$1.5bn aid package for Israel

From Christopher Thomas, Washington

Mr George Shultz, the US secretary of State, hinted strongly yesterday that the Reagan Administration was ready to support a two-year, \$1.5 billion (\$1.2 billion) emergency aid programme to Israel.

The Administration has been under intense congressional pressure to approve the aid. Until recently Mr Shultz has been urging Congress to postpone voting for the programme until Israel made extensive economic reforms.

It appears that he changed his position after receiving a

letter from Mr Shimon Peres, the Israeli Prime Minister, dated April 22, describing a nine-point economic programme being pursued by Israel.

Mr Shultz said: "I hope we will be able to feel very soon that a positive response is called for."

He is believed also to have decided to ask \$500 million over two years in special aid to Egypt, plus \$8 million to improve the "quality of life" for Palestinian residents of the West Bank and Gaza Strip.

Fending in coalition

Malaysia's election timetable upset

From Stephen Taylor, Kuala Lumpur

The prospect of a general election in Malaysia this year, which seemed high during Mrs Margaret Thatcher's recent visit, has receded with the re-emergence of an acrimonious feud within one of the coalition Government's main components.

Political analysts are now saying that a poll is unlikely before this time next year and as the split in the Malaysian Chinese Association (MCA) has already defied the best efforts of the Mahathir Administration to paper over it, there can be no guarantee that even then the issue will have been resolved.

Datuk Seri Dr Mahathir Mohammad, the Prime Minister, had good reasons for wanting an election as early as August, although his mandate has until April 1987 to run. The gloss has been taken off the 1982 landslide victory of the eight-party National Front by the MCA dispute, by a corruption scandal involving a public sector bank and by the prospect of a significant economic slowdown.

Some of the heat has gone out of the Bumiputra Malaysia Finance (BMF) scandal since January when the board of inquiry made specific charges of corruption against a number of senior officials including the chairman, but financial observers believe the affair is far

from over and that further disclosures may yet rebound on the Government.

Another factor in favour of an early poll is the probability that after years of progressive economic growth a rare dose of unpleasant medicine will be dispensed in the October budget.

The year-old MCA rift worries Dr Mahathir because the party is his link to the Chinese who control trade and commerce. It holds 24 of the coalition's 132 places in a 134-seat Parliament.

A cobbled-up agreement in the MCA in January looked as though it might hold long enough for Dr Mahathir to get a new endorsement. In the event, though, it has broken down and this time a cosmetic solution looks out of the question.

Datuk Neo Yee Pan, the acting President, has been accused of padding party lists with phantom members to counter attempts to unseat him. His rival and foe is Mr Tan Koon Swan, a tough self-made millionaire, who seems to have the support of a majority of MCA members.

Mr Tan is seeking a showdown at an extraordinary general meeting on May 12 at which he hopes to oust Dr Neo. But litigation is on the cards and that would further protract the struggle.

The Chinese community, whose interests have been poorly represented during the crisis, would also be relieved to see it come to a head. A number of recent administrative decisions which smack of anti-Chinese sentiment have left the minority feeling resentful and vulnerable.

Proposals have been made to dig up a centuries-old Chinese burial ground in Malacca for redevelopment and to site a nuclear waste dump near a Chinese village. Though both projects are being reconsidered, racial sensitivities, never far from the surface in Malaysian affairs, have been aggravated.



Dr Mahathir Mohammad: Chinese link endangered.

Salvador troops kill 50 guerrillas in battle

San Salvador (Reuters) - The El Salvador army beat back a guerrilla offensive and killed 50 rebels during a four-hour battle in a northern town, a military official said.

Colonel Sigifredo Ochoa said on Tuesday night that about 400 leftist rebels trying to take over villages and towns were beaten back in San Ignacio 45 miles north of the capital.

An armed forces spokesman said the army suffered 23 casualties, including 10 dead, but Colonel Ochoa said only 10 soldiers were killed or wounded. He said a rebel captured last week warned the army of the offensive.

Rebels of the Farabundo Marti National Liberation Front have been fighting the US-backed Government for five years.

President Duarte's foreign

affairs adviser is touring Western Europe in an attempt to persuade European Socialist parties to use their influence with the political wing of the Salvadoran rebel movement and induce them to abandon their association with the guerrillas (Colin Harding writes).

The European members of the Socialist International have given strong support to the Revolutionary Democratic Front and its leader, Señor Guillermo Ungo, a Social Democrat, who lives in exile in Mexico.

The Salvadoran Government, which is confident now of defeating the Farabundo Marti National Liberation Front guerrillas, is anxious to prevail upon Señor Ungo to return to political life in El Salvador.



How Israel sparked Christian exodus

The sectarian fighting east of Sidon over the past month has pushed the Christian community south of Beirut away from the Mediterranean, cutting their last tenuous links with the Christians north of the capital.

The Christian exodus towards Jezzine - and from there to towns in Israel's new buffer zone it may ultimately bring about a fundamental change in Lebanon's 1943 national covenant under which Christians always hold the presidency of the nation.

After a fierce artillery bombardment of Muslim and Palestinian areas of Sidon by Christian Phalangist militiamen east of the city, the Israeli Army withdrew from Jezzine, leaving the Phalangists isolated. They immediately withdrew up a narrow corridor of Christian-held coastline in Jijc where a ferry-boat took them to the capital.

The Palestinians and Muslims in Sidon took their revenge looting and burning Christian homes all the way up to Kfar Falous. Mainly Druze forces in the north captured the Christian coastal corridor and turned east to fight along the northern banks of the Awali river.

At least 60,000 Christians then fled eastwards to Jezzine, itself almost surrounded by Muslim and Druze militias. (Robert Fisk writes). Israel's proxy Christian "South Lebanon Army" have some artillery in Jezzine but could never withstand a long siege.

At least 60,000 Christian refugees have gone south from Jezzine to Israel's buffer zone.

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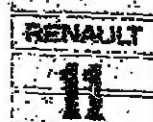
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Some genuine warmth for Gorbachov as Moscow celebrates in the rain

May Day passes like clockwork

From Richard Owen, Moscow

Mr Mikhail Gorbachov, on his first trip to Russia, is on his first trip to Moscow. He said he was impressed by the parade. The marchers carried large portraits of Mr Gorbachov, although rather fewer than they had of Chernenko last year, in keeping with the new leader's modest style. For the first time in four years, foreign observers were not closely examining the Soviet leader for signs of ill health. Roads to the Kremlin were lined with portraits of the new Politburo, including the three Gorbachov men appointed last week. Mr Chernenko, Mr Ryzhkov and Mr Ligachov, whose giant likenesses must have been painted unusually swiftly.

Next Thursday sees a more grandiose military parade on Red Square to mark the fortieth anniversary of VE Day, and the victory of the Red Army over Hitler was a main theme of yesterday's civilian parade. Tass, the news agency, said President Reagan's present trip to western Europe was intended to tie America's allies to Washington's aggressive and militaristic policies and persuade the west Europeans not to accept Soviet proposals. Because of May Day and the build up to VE Day, Russia is celebrating an almost uninterrupted week-long public holiday. There are rumours, however, that once the holiday is over the Kremlin will announce details of the restrictions on vodka sales discussed by the Politburo just after Mr Gorbachov had taken over.

● PEKING (Reuters) - The emphasis was on entertainment in the Chinese capital as people flocked to fairs and watched



Spirits undampened in yesterday's on-cue march past through Red Square, Moscow.

displays of traditional acrobatics and lion dancing. In East Berlin, a senior East German Communist official accused the United States of "forging a cosmic sword that could turn heaven and earth into a burning hell". In Greece, workers marked May Day with strikes that

closed shops, government offices and factories and halted newspaper distribution. Domestic flights and public transport stopped for three hours. The official Libyan news agency quoted Colonel Gaddafi as calling on workers of the world to take over factories and abolish wages.

The improvement in living standards over the past 20 years has been remarkable, but there is a strong sense among many Singaporeans that the best is over. The slump is visible in the modern tourist shopping precincts of Orchard Road, where many retailers say sales are not even covering rents.

Austerity is message for Singapore

From Stephen Taylor, Singapore

In a traditional May Day message Mr Lee Kuan Yew, Singapore's Prime Minister, told his worried countrymen that the city state was not in danger of imminent economic collapse.

But in an atmosphere of despondency caused by a sudden slowdown in growth, Mr Lee's message was one of austerity. Although Singaporeans would not revert to low wages, he said, they would have to get used to the idea of doing mental jobs now assigned to Singapore's equivalent of guest workers, about 150,000 contract labourers from such states as Thailand or South Korea.

Numerous bankruptcies and the decline of the old growth sectors have signalled the end of an era in which 10 per cent growth annually was not uncommon, but Mr Lee maintained that Singapore could still record between 5 and 7 per cent this year.

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The slump is visible in the modern tourist shopping precincts of Orchard Road, where many retailers say sales are not even covering rents.

White extremists warn Pretoria to curb unrest

From Michael Hornsby, Johannesburg

The leader of an organization of extreme right-wing whites declared at a rally in Pretoria on Tuesday night that if the police were unable to maintain law and order in the present unrest his followers would do the job for them.

Mr Eugene TerreBlanche, the leader of the Afrikaner Resistance Movement (AWB), also called for the restoration of the nineteenth century Boer republics of the Orange Free State and the Transvaal.

Later about half the 2,000 cheering and stamping supporters who had packed the City Hall for the rally joined Mr TerreBlanche in "a march of gratitude" to police headquarters, where he handed over a letter addressed to the Commissioner of Police.

It said: "The AWB is at all times at your disposal for the maintenance of law and order and the protection of our people." Mr TerreBlanche said the march would show people such as Bishop Desmond Tutu, the black Anglican Bishop of Johannesburg, that the AWB meant business.

Yesterday police re-arrested black trade unionists in central Johannesburg as they danced and sang outside the magistrate's court after being released on bail. They had been arrested the previous day for forming an illegal gathering.

The police also rounded up

14 other blacks who paraded with anti-American posters outside the US American Consulate.

At the rally, Mr TerreBlanche urged the Minister of Law and Order, Mr Louis Le Grange, not to put any restrictions on the police in combating unrest. "If you cannot protect us, we cannot keep order," the AWB will maintain the order," he said.

Flags of the old Boer republics, which were conquered in the Anglo-Boer war of 1899-1902 and absorbed into a unified South African state under the British Crown, were unfurled and carried on the march.

Pamphlets distributed at the rally depicted a map of a white "Volksstaat, or people's state, consisting of the Orange Free State, the Transvaal and parts of northern Natal. The Northern Cape would also be welcome to join, Mr TerreBlanche said.

The AWB, which affects Nazi-style ritual and insignia, is the most fanatical of the extra-parliamentary right-wing groups dedicated to resisting any relaxation of apartheid. Meanwhile, more than 50 army and police vehicles carrying heavily armed riot police and soldiers staged a "show of force" to discourage unrest in the troubled black townships in the Eastern Cape.

US trade embargo

Nicaragua economy faces crippling blow

From Alan Tomlinson, Managua

The US trade embargo announced on Tuesday will have a crippling effect on the struggling Nicaraguan economy, despite a steady reduction of dependence on American markets since the revolution of 1979.

Falling production as a result of the Contra guerrilla war and lack of private investment have gradually eroded Nicaragua's exports to \$390 million (about \$315 million) last year, of which \$58 million went to the US.

More than \$22 million of this was in bananas, for which an alternative market may be impossible to find, analysts say. Meat (representing \$10 million) and sugar (\$2.5 million) are other main exports to the US, though the smaller shellfish and tobacco industries are likely to be most profoundly affected.

Only 6,000 tons of sugar have gone annually to the US since Nicaragua's quota was slashed from 58,000 tons in 1983, but the loss will be considerable because the preferential American price is vastly higher than those of the depressed world markets.

Nicaragua imported \$112 million worth of goods from the

US last year, about 14 per cent of its total imports. Reliance on US sales has halved since 1979, but there remains an enormous residual demand for spare parts for plant and machinery bought during the Somoza dictatorship.

Nicaragua's oil is provided by the Soviet Union and Mexico, but its only refinery relies on American parts. It is not the blow to any one sector, but the cumulative effect of the embargo on the quality of life which is most worrying. The acute lack of foreign exchange is already causing deep anomalies in the economy.

Many goods are available only on the black market, which is fuelling rampant inflation: the national currency, the cordoba, changes hands at 20 times the official dollar exchange rate. Meanwhile President Daniel Ortega continues his tour of eastern European countries in search of help. He has asked the Soviet Union for \$200 million worth of assistance.

The prospect of an end to trade with the United States makes the success of his appeal crucial to Nicaragua's economic survival.

Ortega embarrasses his hosts in Yugoslavia

From Desha Trevisan, Belgrade

Ignoring the desire of his Yugoslav hosts not to annoy Washington by a visit which is already an irritant, President Daniel Ortega of Nicaragua used the opportunity of a state dinner to launch a vicious attack against President Reagan, accusing him of responsibility for the deaths of 8,000 Nicaraguans and of using the "most incredible means to justify his intervention".

President Ortega arrived here from Moscow on a tour of Communist capitals intended to garner political support. Senior Ortega said that he was counting on co-operation and "paternal solidarity" in Nicaragua's troubles, which implied that the Sandinistas in their talks with their Yugoslav hosts expected economic aid.

Yugoslavia, however, is heavily indebted by an enormous debt, needing Washington's goodwill to get

out of its economic straits, can hardly afford to grant that. The Yugoslavs, while evidently unable to refuse the visit, have gone out of their way to play it down, and to present it in the light of normal activities of the non-aligned countries.

President Djuranovic spoke in generalities, emphasizing Yugoslavia's support for the legitimate rights of the Nicaraguans to independence, sovereignty, and to the regime of their choice. But after the state dinner the Yugoslavs were not concealing their annoyance. A President Ortega, whose comments were seen as one of the hardest attacks ever made by a visiting dignitary against a third party. Furthermore, to the annoyance of his hosts the Nicaraguan President is to summon a press conference tomorrow morning before leaving Belgrade on the next stage of his tour.

Murdoch joins China in £32m hotel venture

Sydney (Reuters) - Mr Rupert Murdoch's News Corporation has announced that it will build an international hotel and media centre in Peking in a joint venture with the Chinese Government.

A director of News Corporation, Mr Kenneth Cowley, said that the \$40 million (£32 million) venture would provide modern equipment for the international print and electronic news media.

The building will be on the same site as a new television centre for China Central Television and will have 300 single hotel rooms for tourists and the media and 100 apartments for residences or offices.

Mr Cowley said China would provide the land, construction facilities and part of the news media, while News Corporation would provide the rest of the equity as its investment in the venture, which is due for completion in 1987.

Reporters and lawyers in court walk-out

From Hassan Akhtar, Islamabad

Lawyers and reporters walked out of the chambers of the Chief Justice of Sindh High Court in Karachi when the reporters were told they would have to confine coverage of a judicial commission's inquiry into a road accident which led to communal riots to court hand-outs.

Mr Justice Abdul Haye Kureishi, the Chief Justice, at the request of Mr Saeed A. Sheikh, the Sindh Advocate-General, ruled on Tuesday that in the interests of maintaining communal harmony in Karachi, parts of which are still under partial curfew, independent reporting should be disallowed.

The journalists were reported to have told the Chief Justice that this implied putting a gag on the press. The reporters and lawyers added that they had no confidence in the commission's work.

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THE ARTS

Television Haunting horrors

In April 1945, 98 British medical students were diverted from Holland to Germany. They were billeted in the mess of a Panzer regiment. In the lavatory there was a glass plate for drunken officers to put their foreheads against when being sick. Three miles down the road was Belsen.

The students - now distinguished doctors - were forced to remember that road in *Open Space* - Belsen May 1945 (BBC2). They were still hushed and haunted by their experiences. "It was like going to Hell and back," said one. "It was a subject, said another, 'that hurts not only the people who listen, but also the people who speak of it'."

Beyond the wire was the colourless, drab misery of 40,000 men and women. "It was very hard to imagine them as people." Totally apathetic about their liberation, they lay in their own ordure or in bunks beside the dead. The students first had to clear the dead and then treat the living. Typhus had spread in the water - which came from a static tank in which corpses were found - and in the wind which whipped up dust four inches thick and filled the eyes and throat with "Belsen filth." "When the wind stopped you could hear a gentle moan inside." Everyone wanted to feed the starving - round whose thighs could be put a finger and thumb. "Often with the best of intentions, people were made worse by being fed the wrong things."

Finally the students had to compile a history. The only records the Germans had left were the tattoos on each prisoner's wrist. The record we watched proved, when there is something important to say and to remember, how simply it can be done. It was all that more powerful last night because the experience of man's inhumanity was localized to a small, identifiable group.

There was an attempt to investigate hauntings of a more traditional kind on Arthur C. Clarke's *World of Strange Powers* (ITV). The subject of ghosts is universally interesting - one in 10 of us claims to have encountered them - but Clarke, who for some strange reason wore binoculars, allowed his own disbelief to prevail.

Nicholas Shakespeare

Theatre The best-loved villain of them all

Richard III
Barbican

The acting history of this play has been swung off course by the practice of presenting it in the context of the English history cycle, thus reducing Richard III from his former malign eminence to a mere scourge of God who comes in to wind-up the Wars of the Roses. One attempt to reinstate him was made by John Wood in the 1980 National Theatre version. But it has been left to Antony Sher, and his director Bill Alexander, to re-establish him conclusively as the best-loved villain in the English repertoire.

First seen reclining on his crutches like a shooting stick, in front of one of the ornately carved walls of William Dudley's cathedral-like set, Mr Sher takes some time to win over the house. His vocal and physical elements seem to promise two separate performances. The image he presents takes Richard right back to Margaret's bestial catalogue: wizened, graced with a gigantic hump (revealed naked in the coronation scene), and twisted almost double between the crutches that function as extra limbs, he is by turns the bottled spider, the hunch-backed toad, and every other unsavoury item on the list. When he moves, with fearful nimble agility, it is like the leap of a tarantula.

Left to himself, however, he has not found a voice for the role; and the soliloquies, far from taking the audience wittily into his confidence, come over with a resonant anonymity verging on the monotonous.

It is not really his line even in dealing with other characters. "Did you not kill this king?" Anne asks him. And instead of the crackling effrontery you

expect from the reply, "I grant ye," Mr Sher plays it as a shamefaced admission.

This, however, is thoroughly in line with a long-term view of the character that gains in power and coherence throughout the evening. Richard is often described as a psychopath, and Mr Sher has taken this to the literal extreme of playing him as a moral idiot, incapable of imagining the effect of his actions on others.

Applying to the betrayed Queen Elizabeth for the hand of her daughter, he is simply too stupid to understand the effect of his past atrocities. Penelope Beaumont, a spirited Queen with an impressive range of authoritarian tactics, uses this opportunity to subdue him with homocidally contemptuous teasing.

Again, when Richard is cold-shouldered by the London crowds, Sher complains to Buckingham in the tone of a disappointed little boy. The two sides of the character finally converge, with an impact I have never seen surpassed, in the *doppelgänger* soliloquy on the eve of Bosworth after the candle-bearing ghosts have trooped out of Mr Dudley's royal tombs.

Such an actor needs opposition and conflict, and Mr Alexander supplies it in Patricia Routledge's Margaret (a real graduate in grief), in Peter Postlethwaite's Hastings, and above all in Malcolm Storry's Buckingham: a master of deception rivaling his master, cool and diplomatic amid Richard's rages, and making good all his boasts in a performance of the election scene that has him howling abuse at point-blank range at the man he has decided to put on the throne.

Irving Wardle



The death of Richard: Antony Sher

King of a Rainy Country Jeannette Cochrane

Rapture and depression being the great themes of adolescence, their supreme poet achieves his most poignant effects when he is young; but, unlike Rimbaud or Dylan Thomas, Baudelaire continues to disturb us in later life. In French, that is - not the least salutary lesson of this evening's entertainment is that *La Chèvre* in English sounds like a shopping list.

Richard Edmonds's episodic, overlong two-hander spares no blushes in presenting scenes from the intimate life of a genius. Here are the damnable expense of

syphilis, the disloyalty of empty absinthe bottles, "the smell of a rotting generation". Mr Edmonds's play wallows in the more repellent aspects of a self-consciously disgusting life without succeeding in engaging our sympathy. But perhaps that was not his intention; after all, when wilful self-damnation loses its fierce independence, it ceases to be heroic.

The besetting trouble with bohemianism is that it has no impact once divorced from the yardstick of bourgeois values. Most of this piece affords no useful contrast in this direction. It may be instructive to remember that Baudelaire's friends called him a dandy because he washed regularly.

Peter Sykes's poet is flamboyant, suave,

convincingly epicure, capable of petulance but altogether too confident for the tortured self-doubt the character demands. Beth Ashton as his Dark Lady Jeannette Duval makes a splendidly roguish doxy, and copes gallantly with the *Reader's Digest*-type line "And yet Baudelaire wrote some of the most beautiful love poetry the world has ever seen". (So now we know.) The violent passages in Jan P. Sandor's production work best, but ultimately the portrait of disintegration fails precisely because it gives us the old hokum about genius as something extraneous, like a disease. The design by Hilary Baxter and Jenny Edwards is rich, not impudent.

Martin Cropper

Dance Space at last

Sleeping Beauty
Covent Garden

Sadler's Wells Royal Ballet opened its season at the Royal Opera House on Tuesday with a gala performance to mark the first London showing of Peter Wright's production of *The Sleeping Beauty*. Given in aid of the Sadler's Wells and Royal Opera House development appeals, the choice of ballet could hardly have been more appropriate.

It was at Sadler's Wells that Ninette de Valois's company first mounted the complete *Sleeping Beauty* in 1939 with a dark, gravely beautiful teenager called Margot Fonteyn as Aurora. And in 1946 the company reopened the Royal Opera House with the same ballet and the same ballerina, whose interpretation set the standard for every western dancer to follow her in the role.

But such are the limitations of Sadler's Wells that Wright's production and Philip Prowse's sumptuous decors simply will not fit on to the stage, and so the company is prevented from showing its full classical repertoire at its home base.

While no one can deny the Royal Opera House is in need of funds for development, the plight of Sadler's Wells seems exactly where to wind up the tension, so that the final foray of the first movement ritornello or the final outburst of the finale rondo theme both suddenly jump up like a jack-in-

Although much more is needed much has already been done in the way of fund-raising, not least by the dancers of the Sadler's Wells company who, fresh from a lengthy overseas tour, danced on Tuesday with as much enthusiasm as if they had been preparing all season.

Marion Tait was a bright, confident Aurora, with Roland Price dancing strongly as her prince. The company's two senior ballerinas, Margaret Barberi and Galina Samsonova, appeared as the Lilac Fairy and the Fairy Carabosse, and the award for the best pure classical dancing of the evening must go to Sandra Madgwick as Princess Florine.

Judith Cruickshank

Concerts Infectious response

LSO/Davis
Barbican

Back in those simple, far-off days when Sir Colin Davis was just plain Colin Davis, and Stephen Bishop-Kovacevich was just plain Stephen Bishop, and I went to concerts just for fun, the Davis/Bishop partnership produced some marvellously fresh collaborations.

Among those which survive on record are Mozart's K467 and K503 concerti, and some Beethoven concerti including No 1 with the BBC Symphony Orchestra. It was good to find on Tuesday that the passage of time had not dulled the pair's infectious immediacy of response to Beethoven's First; the matching and the quicksilver give-and-take between soloist and orchestra may be less secure, marginally less telepathic than before, but the result is if anything more exciting.

The main reason for this is surely that Bishop-Kovacevich never plays safe: he still projects every note with absolute belief in its worth; nothing is thrown away, every quirk in the writing is explored, and the one thing missing is a sense of relaxation which would complement his at times frighteningly tense playing.

That relaxation Davis's swaying, easy beat provides in ample measure, though he knows exactly where to wind up the tension, so that the final sforzando of the first movement ritornello or the final outburst of the finale rondo theme both suddenly jump up like a jack-in-

the-box to provide the required climax.

The pianist took too sunny a view, I thought, of the finale's second theme, which I hear with a more menacing lilt, but the warmth and firmness of the central Largo were ideal, and the furiously mature Beethoven cadenza for the first movement was driven forward with inexorable force. How about the other four concerti soon?

The second half of the programme was an old Colin Davis favourite, the Berlioz *Symphonic Fantastique*; in the early days of Barbican planning, I recall a lack-lustre performance in this hall at 6.30pm on a Monday alongside Tippett's Fourth Symphony. This one was altogether more enjoyable (and more enjoyed by a large audience) and demonstrated a quite magnificent grip on what is, after all, a somewhat diffuse structure.

Beethoven is always credited with inspiring the work, but it would be fascinating to know more about the meagre tradition of French symphonic writing which must lie more directly behind its programme-form and content. Davis was content to convince us that it is both an elegant (in the ball, done with a nice touch of portamento by the violin) and a thrilling (in the hard-hitting brass fanfares) orchestral display piece.

The players, for once, at least metaphorically, on the edges of their seats, were always extremely responsive to Davis's encouragements; it will be good news for us all if the LSO's fortunes continue to improve.

Nicholas Kenyon

The music speaks

RPO/Rowicki
Festival Hall/Radio 3

Annie Fischer's playing remains a perfect delight. Well, perhaps perfect is the wrong word if one is to be pedantic, since she nowadays tends to pepper her performances with rather more than their fair share of wrong notes. But who cares about them when they grace a reading of Beethoven's First Piano Concerto of such stylish freshness? One senses that she knows the way the music works so well that it seems virtually to interpret itself, that her personal stamp is her ability not to stamp her personality on the music but instead to let it speak directly.

Fischer's partners on this occasion, the Royal Philharmonic Orchestra under another Eastern bloc veteran, the abundantly lively Witold Rowicki, articulated the orchestral contri-

butions with just the right degree of brittleness in the outer movements, and, although there was a certain amount of unkindness in the string playing, the slow movement moved with delicious fluency while the balance between soloist and orchestra was always finely judged.

The subtle colours here contrasted abruptly with the sheer brilliance of Stravinsky's *Perishka*, played in the revision of the composer made in 1947. Happily the RPO's responses remained razor-sharp, the vividness of their playing conjuring tantalizing images that would hover in one's mind from time to time. It is patently unfair to single out for particular praise individual contributions in a score that relies so heavily on them. Suffice it to say that on this evidence the RPO's star is most definitely in the ascendant.

Stephen Pettitt

Cinema: Joan Goodman meets Gregory Hines, dancing star of *The Cotton Club*, which opens in London tomorrow, and David Robinson (right) reports on a scoop at the Vienna Festival

Brothers in step

Gregory Hines has been dancing for 35 of his 38 years. When he was two and a half and his brother Maurice nearly five, Henry Le Tang, the tap teacher and choreographer, took them each by the hand "and gave us our feet". The little boys were soon treading the boards at Harlem's Apollo Theatre in New York. Billed as the Hines Kids, then later the Hines Brothers and still later, when their father joined them, as Hines, Hines and Dad, they danced their way across the US, spending a fair amount of time at an opening act to Las Vegas headliners.

It was a showbusiness family. Their mother, Alma, managed them and their grandmother had been one of the original Cotton Club showgirls. The elite of black entertainers performed at the Cotton Club in Harlem for a "whites only" audience in the Twenties and Thirties. There was a "hands off" policy imposed on the chorus girls who were advertised as "tall, tan and terrific". It is a nice symmetry that Gregory Hines should emerge so prominently in Francis Coppola's film *The Cotton Club*, which opens at the Odeon Leicester Square tomorrow.

Gregory Hines plays Sandman Williams, who with his brother is part of a dance team working at the Cotton Club. Sandman meets and falls in love with a beautiful café au lait singer, more fly, more expert, than he. Then he falls out with his brother and goes through a series of complex emotional changes that make Gregory Hines grin with delight at what he feels is his breakthrough role.

"I enjoyed it because I felt like my character. He was really game. He didn't know what was going to happen. He was trying to make things happen. He was insecure but he had bravado", says Hines, a slim, supple man with a dancer's grace and a stand-up comic's cheek. "This was the first opportunity I had to play a fully rounded character. A man who felt a lot of things - got angry, got passionate, danced, sang, got sexual."

It was a great deal beyond his earlier screen roles. He was good but talking morgue technician in *Hoffen* with Albert Finney. He mugged his way through Mel Brooks's *History of the World - Part 1*. *Cotton Club* is rather different. "Francis had a group of us up



Gregory Hines (right) in action with his brother Maurice in *The Cotton Club*

to his house in Napa Valley where we all were asked to contribute ideas. There was a lot of input from the actors. I really pushed it with Francis. I've seen a lot of movies in my day and I've never seen a black man who was round, if he was a headliner and it came time for him to be scared, the guy wasn't scared. When it came time to relate to a woman, he always seemed to have more experience than she. This wouldn't work with Sandman. This woman is way ahead of him, and I just kept pushing for that. I wanted Sandman to be not so cool."

Coppola provided opportunities for Hines in other areas as well. Best known for his Broadway musical roles in *Sophisticated Ladies* and *Eubie*, Hines told Coppola early on: "I'd like to do a tap dance without any music, just a capella. I feel if I could do that, I could do something special. So he said okay. Five months later, two days before we're going to shoot the scene, I got real nervous. I went to Francis and said 'You know, maybe you'll just give me a little bass. Just a little tempo, then, after I do it for a little while, the piano player will come in.' And he said to me 'No, you told me if I gave you this opportunity you could do something special, now do it.' I was ready to ball out but he made me do it and I just so appreciate that."

Anyone who sees *The Cotton Club* will understand why. The capella sequence that is one of the highlights of the picture. So are the dance sequences performed by the brother Maurice. Their real-life act had broken up in 1971 with Gregory wanting to do rock and roll and Maurice

more interested in the theatre and ballet. There was some acrimony and then a very emotional reunion when they were both hired for *Eubie*. Maurice Hines explains: "The reunion of us as brothers in the film is exactly what happened when we opened in *Eubie* in Philadelphia. Our scenes were improvisational because Francis felt that he couldn't write them as real as we could play them. The scene where we broke up, Francis said 'Just do it'. About the third take we really started crying and I said 'I can't do it too many more times. I was saying all these mean things to Gregory and I couldn't take it. The reunion scenes were as bad. We started crying and my mother who was on the set that day began shouting out loud.'"

Gregory Hines was not originally chosen for the role of Sandman Williams. It was meant for Richard Pryor. But it was a troubled project from the start and when Pryor, on advice, dropped out, Hines was in. He and Coppola got along immediately. "I fell in love with the guy", remembers Hines. Even during the public money squabbles between director and producers, he never lost faith that Coppola was on to something wonderful.

Hines felt no insecurity with Coppola's way of working. "It was a very open way of working. Things came together right before your eyes and I liked that. I feel as an actor it would be wrong for me to close up because someone has an unorthodox way of working. The whole idea of acting is to open up and try to be more vulnerable. That's something I struggle with in my own life as a man."

Vienna's annual film festival, the Viennale, has recently taken up permanent residence in the Urania, built just before the First World War, on the Danube end of the Stubenring, as a centre for popular education and culture. The Urania has its place in the history of the Austrian cinema, as sponsor of the first "Kulturfilms" in the early Twenties. Today, newly equipped, it offers the Viennale a handsome and technically excellent auditorium.

Falling in the calendar between Berlin and Cannes, and offering no prizes, the Viennale largely has to be content with reprises from earlier festivals: a number of the star items, like the Taviani Brothers' *Kaos*, Gregory Hines's *El Norte*, Meszaro's *Diary of a Madman*, and Les Favis de la lune all in their commercial release in other European capitals.

The festival nevertheless managed a major premiere for its opening, with Istvan Szabo's *Colored Red*. The showing was achieved on a technicality. The film is entered for competition in Cannes, and is consequently barred from other festival showings before that time. However, since the film is an Austrian co-production (with Hungary and West Germany), regular commercial release in Austria is not prohibited. The Austrian distributor therefore helpfully timed his premiere to take place in the Urania on the opening night of the festival.

As it turned out, Vienna proved not to be the most appreciative audience for the film. The Viennese are all too familiar with the historical incident on which the film is based - the suicide of a high-ranking Austrian officer suspected of spying on the eve of the First World War - and tended to be too much and too pedantically distracted by the liberties taken with history to appreciate Szabo's effort of interpretation. In fact, history on one side, the outstanding quality of the film lies in its picture of the glittering surfaces and underlying decay of the old Empire, and the characterization of Redl as a gifted man who has defied the class structures, and is punished for his temerity by being made a scapegoat. Without benefit of so seductive an historic setting as the director's *Mephisto*, this is a deeper and richer film.

The sense of Vienna's history and tradition are currently more than usually pervading, thanks to the magnificent exhibition in the Kunsthistorisches Museum and Realtheater Vienna 1870-1930. The final chapter of the exhibition is devoted to the cinema (and incidentally recalls that there was a locally-made *Oberst Redl* in 1925). The exhibits tended to

Empire in decay



Sara Scuderi still upstaging them all in *Il bacio di Tosca*

confirm that despite an impressive export of great film-makers - Lang, Pabst, Sternberg, Stroheim among them - Austria has generally failed to develop a sustained national film culture. Out of national loyalty, past Viennese have generally managed to put together a little showing of new Austrian films. This year they managed to field only a rather silly if intermittently amusing piece of camp, Hans Faddler's *Wiener Brat*, an odd and disorientated affair which confronted androgynous punks and junkies with Old Vienna aristocracy, played by drag artists.

Documentary was in the ascendancy. Daniel Schmid, a Swiss director whose own taste in the past has tended to favour the camp and decadent, offered the unforseen star attraction of the festival, *Il bacio di Tosca*. This was filmed in the Casa Verdi in Milan - the composer's last home, which he designed to serve, after his death, as a shelter for 100 old musicians.

The Verdi royalties that once supported the Casa have ended, and the number of needy inmates has dwindled now; but Schmid discovered in this place a bizarre and beautiful Pirandellian universe of happy people who have ceased to distinguish between reality and the fantasy of the opera stage that was their world. The old prima donnas and composers, and chorus ladies and instrumentalists live together here, their ambitions and rivalries undiminished. Most of them pretend that they are just passing through, staying for a week or so. Even the eighty- and ninety-year-olds keep their bags packed in

case there should be some sudden call from the Met or La Scala.

The irrepressible star of the film is the octogenarian Sara Scuderi, reckoned in her seasons at the Scala, where she starred with Gigli, an outstanding Tosca. Still in formidable voice, Scuderi is never offstage, never out of character. She is forever breaking into song (often in duets with Leonida Belmondo, whose powerful tenor is quite undiminished by his 79 years) and never misses a chance to upstage everyone in sight. "Funny - your room seems smaller than mine", she sniffs, making a state visit to the cell of a one-time rival.

The Kiss of Tosca is death, maybe, but these absurd, noble, touching, funny people are unswayed and undeterred by the thought: "I'll still be singing two hours after I've gone", declares Scuderi with conviction. Schmid's film is irresistibly charming, cheering and endearing; and the tardiness of British television buyers in picking it up is regrettable.

Markedly different in style and subject, Ken Loach's *Whistle Side Are You On?* also made a powerful impression, though its original television screening in Britain went almost unmarked. Having failed to find other sponsorship for a film on the coal strike, Loach accepted a commission to make one about a remarkable creative surge that took place among the miners and their families, who began to write poetry and songs about their situation.

Feelings are distilled in these artistic expressions, in a way that enables Loach to find an essence that eludes more formal documentary reportages on the dispute. The result is powerful and ominous: what emerges with terrible clarity is the hardening of a class conflict more virulent than at any time in the past century, and aggravated by new concepts of police deployment. The most startling sequence is one in which the chorus of a miners' social club places an altogether new and sinister interpretation on an old music hall favourite, "The Laughing Policeman".

Other features on show included the latest Godard, *Je Vous salue, Marie*, an updating to 1984 of the story of the Immaculate Conception, which has roused French Catholic communities to prayer, protest and physical destruction of the film. Seen dispassionately, it is a mixture of Godardian pretentiousness, flair and banality. When the fruit of the virgin birth, grown into a saucy lad, vanishes from home, Mary assures her Joseph "He'll be back by Easter".

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The munificent seven

The Times Profile: The Bonn Summit

Bonn is not the best place to hold an economic summit, since much of the purpose of this annual cluster of seven heads of government is photographic. Like globe-trotting Royals, each political leader has come to the eleventh economic summit, which begins today, to be filmed with other important personages.

It was the Italians, when it came to their turn to act as hosts, who first realized the full pictorial potential of the summit by inviting the participants to Venice. President Mitterrand, re-elected in 1981, to Versailles for his, to accommodate modern communications. President Reagan followed with his summit in Williamsburg.

Only the dull Anglo-Saxons stick with their capital cities. London has been used twice, and now here we all are in Bonn for the second time. Mrs Thatcher did her best to milk London's history, dragging participants across the city to hear her read the communiqué at the Guildhall. Bonn, of course, is somewhat lacking in history, which explains why the Germans want to dignify it with summits.

For there is no doubt that the German Government takes its host responsibilities exceedingly seriously. Accommodating an economic summit is no light task. Last year, British diplomacy nearly broke under the strain of negotiating a reduction in the length of President Reagan's motorcade. The seven heads of government are buttressed by their finance and foreign ministers, and an official "sherpa" who does such real work as summits entail. (Britain's sherpa is Sir Robert Armstrong, the Cabinet secretary.)

These luminaries of the seven national delegations, plus their bag-carriers and watch-dogs, are augmented by an extra delegation from the European Commission, which has struggled its way to full membership of the summit club. (At the first London summit in 1977, the commission president, Mr Roy Jenkins, was left without a curfew of water at the final press conference, a hint that he should not dare to speak up in the presence of his superiors.)

The most terrifying invaders are the White House press corps

Last year in London, various ministers appeared at intervals on huge screens in the press centre, to answer a few random questions by remote control. After all, it was 1984. In Bonn, where summiters, scribes and cameramen are all closer together, there is more excitement over security. Eight thousand policemen are said to be roaming the streets demanding passes; in anxious compensation to its luckless inhabitants, Bonn has announced a telephone number aggrieved citizens can ring if - say - they are blocked out of their own street.

But the most terrifying invaders are the celebrated White House press corps. Bonn is doing its best to render them harmless by housing them on pleasurecraft moored on the Rhine.

But journalists are notoriously difficult to herd, and this year the Americans do at least have a story.

As far as the most important participant is concerned, all the economic issues of this summit are completely overshadowed by the great Bitburg row. Normally, the summiters are only too glad of political distractions from embarrassing economic questions, but the graves of SS members in Bitburg cemetery are not the best diversion for summiters endeavouring to use the occasion to express their democratic unity.

So the main business of the summit may come almost as a relief. Its end product, of course, is nothing more than a communiqué of mind-numbing euphemisms. But the drafting process uncovers the differences in policy and performance between the participants, so that each syllable may be hotly contested.

President Reagan, who is in Europe largely to be sight-seen, does not want trouble. But he does need further gestures towards trade liberalization from his summit partners, because congressional pressures for protectionism are getting hard to handle.

Reagan says he will not tell others how to run their economies

The American economy, which has enjoyed two years of boom, is patently slowing down. The latest figure, suggesting a growth rate of only 1.3 per cent for the first few months of this year, no doubt exaggerates the gloom; but American producers are clearly losing out to imported goods, and want some compensation from the Japanese and Europeans.

Mr Reagan has been saying that he will not tell other governments how to run their economies, in the vain hope of preventing them telling him how to run his. But his accompanying secretaries of State and the Treasury have been pointing out that America has been providing 70 per cent of world expansion, and suggesting that Europe should now provide its share. Their other, less sensitive demand is that the Europeans should agree with the United States and Japan to name the day for a new trade round, which if started next year could be plausibly named after the American president.

Prime Minister Yasuhiro Nakasone needs to defend Japan's huge American market for manufactured goods against import restrictions, without conceding so much that he will be stabbed in the back by members of his warring political party back home, many of whom are suspicious of his new internationalism.

Japan's growth rate will be comfortably higher than the other summit countries' this year, but its trade surplus topped \$45 billion in 1984-85 and is still rising. Mr Nakasone has already played his strong card by publishing Japanese trade concessions, and has little more to offer than promises to make these concessions mean what they appear to say. He can, however, try to improve his hand by supporting America's call for a new round of international trade talks (Mr Nakasone skillfully climbed aboard this bandwagon last year) sweet-talking Europe on trade and demonstrating his role as Pacific spokesman at the summit talks.

Chancellor Helmut Kohl's main anxiety, like any host, is to make the summit look a success. He is under pressure to cut taxes, both by his own national research institutes, who wield a lot of influence, and by the US



In the driving seat: summit participants (clockwise from top left) Thatcher, Mulroney, Mitterrand, Kohl, Nakasone, Reagan, Craxi

delegation. But Germany is haunted by memories of the first Bonn economic summit, when Chancellor Schmidt refuted, a second oil crisis supervened and inflation shot up. Though German growth is still painfully sluggish, Mr Kohl would plainly rather wait for a suitable domestic moment to announce some tax cuts. Meanwhile, he - along with the other Europeans - will continue to nag President Reagan about the size of his budget deficit.

The deficit, the Europeans argue, is holding world interest rates up and world growth down - particularly in Europe. But President Mitterrand of France is looking for more radical American change (than mere budget-trimming). President Mitterrand wants agreement on international monetary reform, and has been holding up agreement on a new round of trade talks by arguing that currency reform should be discussed "in parallel". That has provided the only ripple of excitement in the pre-summit

negotiations. But the general opinion of other delegations, wise in the ways of summits, is that President Mitterrand simply wanted to save up agreement for Bonn.

Nevertheless, we should all be grateful to the French: they have certainly done their best to inject some life into the past four summits. The demand for reform of the currency system first came from the French at the Versailles summit; found its way properly into the communiqué at Williamsburg, and triggered a two-year study between the finance ministries of the 11 main industrial countries.

But the French are out on a limb. For all the wrangling between America, Germany and Britain during the January currency crisis, all three now seem determined to agree that the present exchange-rate system is "fundamentally" sound. President Mitterrand's other initiative cannot be so conveniently by-passed: the demand for further moves to

CHRONOLOGY

The annual economic summit sprung from an initiative by President Valéry Giscard d'Estaing of France. He persuaded the heads of government of the United States, Japan, West Germany and Britain to join him at Rambouillet, outside Paris, in November, 1975, during the first real world slump of the post-war period. Italy came along at the last minute; Canada claimed its place later, followed by honorary membership for the European Community as a whole. The seven full members have taken turns to host the summit, as follows:

1975 Rambouillet, 1976 Puerto Rico, 1977 London, 1978 Bonn, 1979 Tokyo, 1980 Venice, 1981 Ottawa, 1982 Versailles, 1983 Williamsburg, 1984 London, 1985 Bonn.

assail famine-stricken Africa. The summiters are always uneasily aware that they are a kind of directorate of the rich: unlike most other international economic meetings, the summit includes no one from the developing world.

Fifth in the pecking order of economic size comes Britain's prime minister, Mrs Thatcher. In Bonn, she does not even seem to rate a special "bilateral" meeting with President Reagan; but in the political talks we will be able to play the valuable card of previous discussions with the new Soviet leader, Mr Mikhail Gorbachev. Britain is concerned to ensure that the new trade round encompasses services, where British industries find themselves stymied, not least by German protectionism.

The Thatcher government has also shown itself frank in its criticism of President Reagan's budgetary policies, and is equally determined to stamp out talk of inflation in Europe. Mrs Thatcher, in Bonn, will be playing the international statesman. But no one can keep Mr Nigel Lawson quiet.

Apart from the French, the Italians have been making the most anxious representations about European unemployment. Italy's prime minister, Signor Bettino Craxi (it makes a nice change to see the same Italian at two consecutive summits) will be urging the need for stronger European recovery.

There is, however, one summit newcomer. Prime Minister Brian Mulroney of Canada. Overlaid by the United States, the Canadians have suffered more than most from a volatile American dollar. Fluctuations have been limited by "smoothing" interventions; but that is the kind of thing that works better for a minor currency. Advice from Mr Mulroney will be listened to politely - no doubt.

Out of this diversity the luckless sherpas have to refine the final communiqué. Their load should be lighter this year: one of Chancellor Kohl's declared improvements is to avoid the proliferation of special declarations that were handed out to journalists attending the London summit like emergency rations. Apart from the economic communiqué, there is to be a single political declaration. As drafted, this consists mainly of sentiments of democratic unity between seven participants who 40 years ago were split by war.

Although an economic "thematic paper" was circulating weeks ago, the drafting of the communiqué is still, in part, left to the last minute. Technology has been brought to the Sherpas' aid - more or less. Last year in London, Sir Robert Armstrong was plodding along with the job of writing phrases on a pad which are automatically revealed in delegation offices, where the drafting technicians get to work. He found himself absent-mindedly transcribing one of the ruder comments of an exhausted or exasperated summiter. Those of us obliged to listen to the final versions could wish such errors were allowed to survive.

Sarah Hogg

In the Faeroes, tradition kills hundreds of whales each year. Tony Samstag reports

Where slaughter binds the community

The Faeroese are an engaging race: handsome, instinctively courteous, honest and good-natured. They inhabit a picture-book seascape where nothing much ever happens: a collection of tiny islands, surprisingly temperate, rugged yet vividly green, enjoying the high standard of living common to Scandinavian countries with few of the corresponding pressures. And yet, at this time of year they embark on a series of slaughters which turn the sea red with blood and horrify the relatively few foreigners who have witnessed them.

While their cousins in mainland Denmark, Norway and Sweden are preparing for their joyous midsummer celebrations - bonfires, barbecues, drunken dancing through the pale night - the Faeroese, not to put too fine a point on it, are working up to one of their national pastimes: the ritual killing of whales. Its origins are obvious - whales were once rich, plentiful food for a nation of subsistence seafarers - but no one seems quite sure why they carry on the tradition, and with such stomach-churning gusto.

On one day last May, according to a recent report by the newly formed Environmental Investigation Agency, 349 pilot whales were killed in the harbour of Torshavn, the Faeroese capital. "The kill produced over 195,000kg of whale meat and blubber which was distributed free, according to law and tradition, among those who participated and those in the community entitled to a share."

The bay at Torshavn has no beach, which means that the whales must be killed in shallow water, which takes longer, by men wading waist deep or leaning over the sides of the small boats used to drive the whales into the bay. The killing this time took about four hours amidst an air of carnival while families watched and small children played on the shore.

Whales were stabbed with spears to keep them away from the boats and prevent them from escaping while others were pulled in for the kill with large hooks. "Their spinal cords were severed about a hand's breadth behind the blowhole. Often the whales failed to hold and the whales were gashed. High pitched whale squeals echoed round the bay among the shouting of the excited men, as the creatures struggled constantly in their pain and fear."

"Waves washed over the thrashing whales in the shallow water as the final cuts were made. It took over 30 seconds... and several slices of the knife through the thick blubber and flesh before the spinal cord was reached. Sometimes the cutting took two men..."

Once dead, the whales were butchered on the quay. At a second occasion, on a beach in Fuglafjordur, where 54 whales were killed that August, the observers reported: "As soon as the whales were dead, their bellies were slit open to prevent the meat from spoiling too quickly. Four foetuses were removed from pregnant females. Children were given the day off from the local primary school so that they could join in the activities on the beach and learn

about their traditions. All day children played in the bloody water, on the dead whales and were allowed to cut up the foetuses and the fins of the other whales."

The pilot whale (*Globicephala melana*) can reach nine metres in length, at maturity they may eat about 34kg of squid and fish daily. It is thought to be the most gregarious of whales, with schools always led by one old male, hence the popular name of the species) not uncommonly numbering hundreds. They may live to the age of 50.

Its gregarious nature can lead to spontaneous strandings of quite large groups, and makes the driving techniques of the Faeroese that much more effective. Records of pilot whaling in the Faeroes begin in 1584, when harsh rule by absentee Norwegians and Danes forced the islanders to rely on whale meat for survival. A record number of 2,973 whales were taken in 1981.



Slaughter of the innocents in the Faeroes

In the old days, when a school was sighted a complex sequence of signals involving bonfires and runners would alert the various communities that a kill was imminent. The first boat to spot the whales would have a sweeter tied to its mast, and others would converge as they saw it to begin the drive.

The pilot whale knife, used for the kill and for butchering afterwards, can be an elaborate piece of equipment and is often carried on a colourful woollen waist band of 12 woven threads. Dancing used to take place after the kill, but this is now said to be rare. The meat is distributed according to a complex system of eligibility: if there is enough, everyone is entitled to some. In recent practice, some meat has had to be dumped because there was no demand for it.

Of the two kills observed last year, the smaller one in August was considered "a clean, efficient kill" and a matter of some local pride. The larger, messier slaughter in Torshavn was deplored by many islanders, who saw it as immoral that many of the animals had obviously been killed for sport and not for food.

One of the observers suspects that the kill is in fact an aspect of "the religious undercurrents of Faeroese life... a time for 'thanksgiving' and a ritual that 'plays a significant role in village unity'."

He concludes: "The people we met seemed to be honest. They believe in how they conduct their lives and are prepared to defend their ways."

What makes dozens of normal school children take part in an unprecedented demonstration of defiance that shocked a mining community already hardened by the year-long pit strike?

That's the question education officials are investigating following the day in Armthorpe, South Yorkshire, two months ago - the day the miners returned to work and the day the pupils of Armthorpe Comprehensive rioted after padlocking the school gates and forming a 150-strong picket line in front of the school. A brick was thrown through a window and a fence torn down.

It's going to be a difficult question to answer. Was the miners' strike to blame? Was the riot a reaction to industrial action by teachers? Or did it reflect a much deeper and profound discontent - the children's fears about unemployment?

Perhaps the children themselves will come up with the real reason (so far they have blamed "petty" school rules and a "hardline" headmaster) when

Anita Bennett investigates the school riot that shocked a pit village

The playground revolution

they give evidence at a board of inquiry.

Mr Michael Stevenson, the headmaster, who reacted by suspending a number of children, initially blamed the miners' strike. That theory gained support from Mr Doug Gorrie, chairman of the local education authority: children had dropped the game of cops and robbers in favour of police and pickets, he said.

However Mr Stevenson has changed his position in the weeks since. Almost as if he senses that solutions are not enough, he now says: "We have to accept that there is abroad in our society a spirit of lawlessness, part of permissiveness, which has crept into social attitudes."

A local newspaper linked the riot to the industrial action by teachers. But of all the theories

advanced, this one seems the weakest. Few teachers at the school had been involved in selective strikes.

The school's head tutor for third year pupils is Anthony Jones, who declares: "The strike was really about unemployment, and, I suppose, if I really think about it, that the school perpetuates middle-class values in a working-class society." His analysis gets some support from the school's deputy head, Mr Gordon Heatheote: "It's becoming harder to make the pupils see the importance of school work. I just signed off three boys and said to them all 'just make sure you keep trying to find a job'."

But Heatheote knows that they almost all face disappointment - and unemployment benefits. The children's explanation for the riot: "We demonstrated

because we're not allowed white stitching on shoes, or long, dyed or curly hair", says one. "Even in hot weather we have to wear a tie and a hot blazer." Another says: "You're not going to get a girlfriend unless you've got fashionable clothes."

In any case, Mr Stevenson insists that his rules on dress have been in operation for 17 years. He says they were actually demanded by the parents, many of whom send their children miles to Armthorpe simply because they support traditional values.

Parent Mr Tony Scothorne, whose son, Carl, had been sent home for having spiky, almost punkish hair, doesn't blame the riot on the rules. "Things are bleak, a major strike, upheavals, mergers, cutbacks", he says, when asked to explain the riot.

What is clear is that Armthorpe is a divided community. Last August, it was the scene of what Doug Gorrie calls "a police riot". The village was cordoned off for two days while the police tried to break the miners' picket line. Two children appeared on a television news programme to describe how they had seen police smash a local man's head against a lamp-post.

But, whatever the findings of the board of inquiry, nothing will change the sadness of this view by the local rector, John Peck: "The village has no awareness of spiritual values. People can only come to an awareness of faith where there is a message of hope. There is none here. The children live from moment to moment, not knowing where they're going and not adapting fast enough to cope."

● Armthorpe Comprehensive features in the third of 20/20 Vision's Channel 4 series *Divided Britain: Future Fall-Out*, on Saturday, May 4 at 9.15 pm.



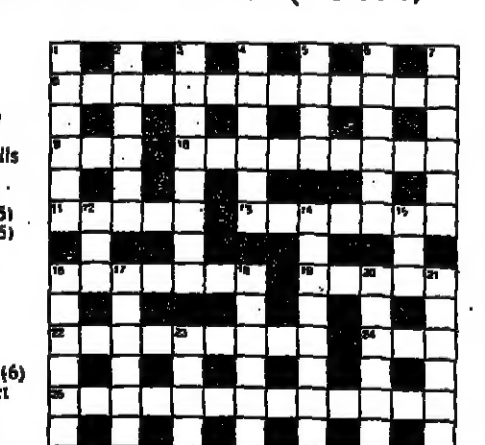
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13 Close pitched balls (7)
16 Refuge (7)
17 Forest clearing (5)
22 One's college (4,5)
24 Tease (3)
25 Squarer's school (9,4)

DOWN
1 Respiratory disorder (6)
2 Gum arabic tree (6)
3 Decorative object (8)
4 Off course (6)
5 Poultry cage (4)
6 Incline (6)
7 Leaf ends (6)
12 First note (3)
14 Street conduct (8)
15 Make free (3)
16 Beer, lemonade mix (20)
17 Antagonism (6)
18 Portion (6)
19 Overseas (6)
20 Preserve corpse (6)
23 Encounter (4)

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BOOKS

A hard man
at the
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of politics

John Campbell

BALFOUR
Intellectual Statesman
By Roddick F. Mackay
Oxford, £19.50

Lord Birkenhead called Arthur Balfour "one of the greatest intellects" ever to have devoted himself to the study of politics in this country. It is the achievement of this biography to make that judgement seem, if anything, an understatement.

It is not really a conventional biography at all. It is as different as possible, for instance, from Max Egremont's agreeable but undemanding portrait of Balfour the man, published in 1980. What Roddick F. Mackay has written is rather, as his sub-title implies, a critical study of Balfour the intellectual in politics and, more particularly, Balfour the military strategist.

The tenacity and political longevity of so outwardly detached and languid a man - coming back after his unlucky premiership and his resignation of the Tory leadership in 1911 to undertake a second career which lasted until 1929 - has always been a puzzle. Mackay has explained the paradox. "By the early 1870s," he writes, "Balfour had come to the conclusion that, in addition to philosophy, music, society, family duties, conversation, reading, and games, he needed an occupation, and it occurred to him that the rather serious game of politics might suit him

well." The British are notorious for taking games more seriously than real life. Balfour took politics seriously precisely because he treated them as a game - an absorbing intellectual game which never ceased to fascinate him.

There were two little games: the domestic one, which involved outwitting the Liberals and holding the Tory party together in order to prevent Home Rule, and later socialism; and the great international boardgame of Great Power diplomacy. It was the latter that really engaged Balfour's attention for more than 30 years. In the former, he displayed extraordinary dialectical ingenuity in attempting to unite his party around a fiscal policy in which he genuinely believed but which no one else understood, but he lacked the quality of leadership and the populist touch necessary to win a game that was ultimately decided by the untutored democracy.

The game of international politics, however, gave free rein to his power of detached analysis. He was not always correct in his anticipations - he was slow, for instance, to recognize the German danger, seeing no rational conflict of interest, and persisted, even after the conclusion of the *Entente Cordiale* (and still in the 1920s), in regarding France as the most likely enemy. But the quality and range of his strategic memoranda are deeply impressive. It is no wonder that Asquith called him to the Committee of Imperial Defence in 1912, and to the War Council in 1914-15, on a non-party basis, as the most expert and penetrating mind available.

It is the C.I.D. which entitles Balfour to be reckoned, in more than just chronological terms, the first twentieth-century Prime Minister. Not only the first, but one of the best and, paradoxically the most serious-minded, bar none.

Bland Oracle
of the Beeb

Peter Jay

THE BBC - THE FIRST FIFTY YEARS
By Asa Briggs
Oxford, £17.50

politics," says the dust-jacket. But it does not, except in the most cursory and intermittent way.

In this single volume, by contrast (with the four volumes), I am concerned with longer-term views. How and why did programmes, the staple of broadcasting, and the reactions to them, vary from one generation to another? How and why do we have to take account of more than programmes in writing the history of broadcasting? ... are we in the last stages of the age of broadcasting? ... are we talking about the future of an institution or the future of a system?

Yet, we do not learn the answers to these questions or even the author's opinions about them, especially not the "why" questions. We are titillated in the preface with references to "fierce competition for audience ratings", "the controversies surrounding perhaps the most controversial report the BBC has ever produced - *Broadcasting in the Seventies*", "the growth of trade unions, influencing the broadcasting pattern far more than is generally recognized", "recent arguments about finances, policy, and personalities", "the rapid advance of communications technology" and "above all (changes in) society and culture".

While we are warned that "we must always end with question marks, not with full stops", we are not at all prepared for the almost complete absence of any serious discussion of



the above issues at all. Such references as there are to the historical events which posed these and other issues stop rather with a colon than a question mark, i.e. at the very point where one expects discussion and analysis to start.

We are told, for example, rather in

the manner of the Venerable Bede (if not, indeed, of Messrs Sellar and Yeatman), that

the stories (very much in the plural) behind the scenes of how and why Kenneth Adam succeeded Beadle as Director of Television in 1961 and left the post in 1968, of how and why McGovern left in 1961, of how and why Stuart Hood became Programme Controller in 1961 and moved over to Thames Television only three years later, of how and why Baverstock and Milne were not remembered that he is the current D-G resigned in 1963, raise more than questions of personality.

Very well, fascinating. Let us hear more about those very questions. What is the great historian's interpretation? It is this: "Television was a testing medium which strained people's nerves and exposed people's mistakes." And then, with a glancing acknowledgement in a single sentence that "these were years when the language of most sociologists of communications, a growing body strongly influenced by Marxism, began to diverge sharply from the language of professional broadcasters" (something which in the preface we were told was an influential part of the post-1961 broadcasting world), the Lord Chronicle is off - into changing trends in radio programmes, such as *Children's Hour* and *The Dales*.

We hear no more about the turmoil of the sixties or sociologists or the "more than questions of personality" which it all raised. Even questions of personality are handled with an evasive inhibition, born it seems of the official historian's studied reverence for all the senior figures of the BBC.

Thus, when two of them - Greene and Hill - come into bitter conflict over the latter's appointment as chairman, Briggs tiptoes round the issues: "There are more contradictory versions of this most extraordinary of all the BBC stories of the 1960s, than there are of any other episode (More, even, it seems, than about Adam, Beadle, McGovern, Hood, Baverstock, Milne et al.), yet the outcome was not quite as simple as seemed likely at the time ... Hill struggled hard in far from easy years to preserve the BBC's independence of government". So, everyone comes out well. How nice.

As we draw towards the end of the final chapter, we expect at last that the issues are going to be tackled.

We are disappointed. Hurrying hastily to an end, if not to a conclusion, Briggs cuts a few quick one-liners from the *Guardian*, the *Times*, the *Daily Mail* and the *BBC Handbook*, drops in the most fleeting allusions (plus a footnote to show he has not forgotten "Access" television) and then delivers himself of just this Delphic ending:

In 1972, as always, therefore, there was a balance sheet to consider, not a brief evaluation to present. ... A historian's balance sheet must contain other items than the BBC's quoted "modest sense of pride". Over fifty years, the BBC has not only reflected but has helped to mould culture as patron and provider. Yet it had never been the sole or even the preponderant influence ...

It had done little to determine the shape of national - or local - politics, but much to influence the way in which political issues were presented and discussed. It had done much also to keep alive and redefine a sense of "public service" ...

For the historian himself it had left behind a mass of invaluable new evidence, verbal and visual, more than recorded by any other broadcasting institution. Through its presence, the future writing of history can be radically transformed.

Nothing in the preceding 360 pages has been said to test or justify these seemingly platitudinous observations on culture and politics; and one is left feeling that, for Briggs, the real glory of the BBC is precisely in that huge archive, which has delighted him for so long without ever apparently stimulating his interest in who was right or why things happened. One may, indeed, hope that future writing of the history of the BBC will be radically transformed, although, since we are offered no clue as to what that phrase means to the indefatigably non-committal Provost of Worcester, we can only assume that for him it means the opportunity to pile Pelion on Ossa of facts without theory, of history without illumination. Indeed, Bede is much more fun.

Life more posed than snapped

A short story differs from a novel much as a photograph differs from a film. The one, whether elaborately posed or hurriedly snapped, has to make its impact within a single uncluttered frame. The other can draw on different dimensions of time and space.

Bryan MacMahon's collection is more posed than snapped. In the title story you can feel the taut ticking of the moments as two flirtatious French girls interrupt a young man soon to be ordained and the old harnessmaker to whom he has come for worldly advice. All four seem to freeze, in *Human Hair* a gipsy actually wakes to find her black hair frolicked in a pool of animal urine.

MacMahon has no trouble in catching his central image - a man who spends his all on a greyhound he then fails to sell; a publican who is talked outside to meet the mother of his child; a servant girl who wants his permission for their boy to serve at the altar. Nor does he fail to make us smell the dung-soiled harness, the sulphurous heather. What he does, however, is to add extra elements in an attempt to force these slithers of Irish life into a neater shape which they resist.

FICTION

Nicholas
ShakespeareTHE SOUND OF HOOVES
AND OTHER STORIES
By Bryan MacMahon
The Bodley Head, £8.95ROUBLES IN WORDS,
KOPEKS IN FIGURES
By Vasily Shukshin
Marion Boyars, £8.95NO MATE FOR
THE MAGPIE
By Frances Molloy
Virago, £7.95THE STILLNESS,
THE DANCING
By Wendy Perriam
Michael Joseph, £9.95

In pressing his ear to the mesh to hear the confessions of these characters, MacMahon invariably finds himself listening to cracked old men snared by older legends, women-troubled priests, and modern itinerants. Though he can guess what they have done and even smell where they have been, he fails in the end to see them. They remain blurred and

wishy in a crisply focused landscape.

Vasily Shukshin's stories also deal with rural peasant life, but his stories could not be more different. On top form - and he too is uneven - Shukshin manages in a handful of words, like his ashes, to suggest a man's whole life - his loves, his feuds, his rebellious hates. His people are like Shakespeare's minor characters. They sit drinking, liking the morose, sentimental sound of their own voices as they solve the world's problems. Occasionally they hiccup into poetry and song with the same energy as they revolt - hopelessly - against the poverty and bureaucracy that oppress them.

In the title story a young man about to change jobs gets so annoyed with his overseer, he pours indelible ink over the man's white suit. Shukshin's prose is easy and coarse, with the texture of a jute-sack, but as he wrote in one essay, "symmetry", "beauty", and "nobility" are only required by the philistine "who likes literature to be reassuring".

Frances Molloy's short first novel, which draws heavily on her own upbringing as a Catholic in Northern Ireland, is told in the phonetic mimicry of childhood speech. The device, which becomes easy to follow, makes one concentrate all the more on the narrative of Ann McGilene as she moves house, goes to school, and watches her father being taken off to prison as an IRA suspect. When eventually he is released, Ann sees "a wee wizen old lookin' man way a bald head pretendin' that he knew me very well".

The first half succeeds in capturing a child's wish to make people as exciting as figures from a book. It rustles with ferocious women who pick up their skirts at Orangemen and attack the breadman with pitchforks because he insulted the Pope. Oddly, it is the style that highlights the fragmenting of the novel's second half. Having technically pulled it off, Molloy does nothing more with her phonetic prose, which remains the same - and therefore something of a gimmick - while the character of Ann changes beyond all recognition and belief.

I don't know why one's heart sinks at a very long novel which having started with six lines of T. S. Eliot goes on to describe two lions conulating. Well, perhaps I do. *The Stillness, the Dancing* is well-written tosh about a divorcee who falls for a writer working on the life of a Celtic saint. There is much agonized self-questioning about the meaning of life, stitched together in terylene prose that may look dapper for a distance but causes severe irritation on contact. For some awful reason, Wendy Perriam gives the impression that she has gone about the process of looking into the darkness of our souls by eating a lot of carrots.

The reality
behind
the stuff
of thrillers

William Jackson

BRITISH SPECIAL
FORCES
By William Seymour
Sidgwick & Jackson, £15

Special Forces are the stuff of thrillers, the joy of journalists and, more often than not, the base of the more orthodox military commanders. Despite the public interest in their activities, there is a wide gap between the plethora of "war" stories and the reality of the Special Forces in the official histories. William Seymour fills the gap with his well researched history of *British Special Forces*, spanning the whole of the Second World War and the post-war period up to 1982. It is a tour de force and deserves to be widely read by those who are more interested in the reality than the legend.

Seymour says in his introduction that he has tried to follow Sir Lewis Namier's precept "what matters in history is the great outline ... what must be avoided is the deadly mass of irrelevant detail". He has not been entirely successful: there is a lot of detail and the chronology is sometimes confusing.

Special Forces of one sort or another have always been needed in war and will continue to be so, but they are often disliked because they can become privileged private armies and tend to attract the type of man whom the regular forces can ill-afford to lose. Seymour defines the criteria for Special Forces as men kept firm under control, used only for the specific purposes for which they were raised, and always well disciplined. There is no place in them for scallywags bent upon piratical adventures.

The bulk of Seymour's book is rightly devoted to the Second World War when Special Forces were spawned as never before. The first batch was in 1940 when the Commandos were raised to meet the desperate need for offensive action of some sort in North Western Europe in the depressing offensive phase of the war after Dunkirk. The Long Range Desert Group and the S.A.S. filled a similar need in the Mediterranean.

When the war ended most of the Special Forces, including the S.A.S., were disbanded. Possibly the most interesting chapters of Seymour's book are those dealing with their resurrection and establishment as part of the regular order of battle. The Royal Marine Commandos have joined the Parachute Brigade and Britain's amphibious and airborne intervention forces. The S.A.S. was re-born to provide the Army's eyes and ears in the jungles of Malaya and Borneo and in the arid deserts of Southern Arabia and the Persian Gulf. Counter-terrorism was added to their responsibilities more recently. The Falklands campaign and the storming of the Iranian Embassy have once again etched their existence on the public mind. The reality and the myths about Special Forces are not all that far apart. Seymour provides the former; thriller writers will continue to create the latter.

Professor Richard Cobb was greeted with some opprobrium last year when, in his capacity as Chairman of the Booker Prize judges, he announced to a horrified audience of literati that he had never read Proust - and what's more never intended to. Although, as it transpired, his committee had chosen a winner that was at least well-written and readable - more than could be said of many of its predecessors - it was clear that the professor could not be asked back again. Very few people have read Proust, but to admit as much publicly - it would be hard to imagine a graver faux pas.

This capacity to upset the apple cart and alarm the establishment is something that Cobb has been blessed with all his life. He is, like myself, a former pupil at Shrewsbury School. There is obviously something about the Shropshire air that turns young men towards non-conformity and rebellion. Trouble making Old Salopians include, in addition to the two already mentioned, Samuel Butler and Charles Darwin as well as Cobb's contemporary Brian Inglis, editor of the *Spectator* in a Golden Age of irreverent comment.

Cobb himself showed his talents at an early stage. He tells us in his new book how he shamelessly persecuted his high church chaplain at Shrewsbury, the Rev A. L. Hoskyns-Abraham. On one occasion he

rang him up and said that he was not at all pleased with his work. "Who are you?" the Chaplain stammered. "I am your employer, God" was the reply.

Cobb's new book may not annoy the establishment, though it will undoubtedly call forth further brickbats from those who consider him guilty of bad form. For this reason, perhaps, the publishers have done their best to camouflage the book. Neither its title nor the cover - a boring school group photograph - give any clue as to its sensational contents. It is a murder story, at times macabre and gruesome, the "villain" of which is Cobb's Irish school friend, here identified only as "Edward".

Edward carried the Salopian penchant for non-conformity rather too far by taking an axe to his mother. That she did everything to deserve her fate Cobb makes clear, for she seems to have been a completely malevolent woman who in the

Play up, Salops,
and play the game

Richard Ingrams

A CLASSICAL
EDUCATION
By Richard Cobb
Chilton & Windus, £9.95

end provoked her son to his one and only act of homicide. Cobb gives a thrilling account, as gripping as anything by Patricia Highsmith, of Edward's disastrous attempts to conceal his crime and simulate a car crash from the hills above Dublin Bay.

But except to those of depraved taste, murders in themselves are seldom very interesting, any more than the grisly details of a crime. Cobb grasps very well, Edward, who served a 13-year prison sentence and is now 68 and re-acquainted with his friend, may well take exception, not to the revival of his ancient crime, but to the impression given here that he is rather a boring and pathetic figure. What gives *A Classical Education* its fascination is the author's description of how he himself, a shy and introverted schoolboy from Turbridge Wells is drawn into a nightmarish melodrama from which it seems he was lucky to escape without being implicated. Mad and bad people have a wonderful way of bringing coals of fire down on the heads of the sane and innocent who befriend them. So it was that Cobb, once he had spent an unhappy holiday visit at his friend's house in Ireland, found himself the object of the

mother's hatred, blamed for all her son's failings and misdemeanours. There is an extremely comic episode - though at the time it must have been quite frightening for him - when she unearthed Cobb's letters to her son and issued a writ for libel for all the many unflattering references to herself that they contained. The headmaster of Shrewsbury, Mr H. H. Hardy, alarmed at a possible scandal involving the school, decided that the way out was to acquire an opinion from two Harley Street psychiatrists that at the time he wrote the libellous letters Cobb was undergoing a nervous breakdown - an original and apparently successful defence which I shall bear in mind for future emergencies.

Like its predecessor, *Turbridge Wells*, this book is beautifully written, with an eye for revealing and convincing detail. It is Cobb's fascination with the obscure that makes him different. "Not for me the grand sweep" he says of his historical approach. "I spend my time on what is found in the pockets of corpses." His admission that from time to time he uses his imagination to embellish his narrative is thoroughly disarming, but I fear that it will upset the great and good, coming as it does from a historian and a professor. Once again it looks as if Cobb may have "put up a black" though as far as I know he has not yet been struck off the Old Salopian register.

Psychotecs and the
rest of Tecdom

Marcel Berlins

CRIME

AN UNKINDNESS OF
RAVENS
By Ruth Rendell
Hutchinson, £8.95

Miss Rendell is more interested in psychology than in crime, and she has admitted that she prefers those of her novels which burrow about in the mind to her more straightforward whodunits. Her reading public, I suspect, is happier with the good Chief Inspector Wexford and the familiar topography of Kingsmarkham. Fortunately, she continues to oblige and shows no diminution of her mastery of mood and malevolent undercurrent. A travelling salesman disappears in ambiguous circumstances, later to be found murdered. There are motives in the family, and the involvement of an aggressive women's group. Wexford moves sensitively through the difficult terrain of adolescent feminism, and Rendell provides a climax as chilling and unexpected as any she's perpetrated before.

● The Elberg Collection, by Anthony Elberg (*Heinemann* £8.95). Ex-Detective Inspector Webber and his Welsh widow sidekick Lizzie Thomas are fast becoming one of Tecdom's most endearing and believable partnerships. A famous potter and his wife meet a horrifying death, apparently by spontaneous combustion, on a deserted French beach. Our undomestic pair investigate and become entangled in international fraud and violence. Oliver's deliberate pace and quietly accurate descriptions and dialogue give the denouement all the more impact.

● Roadshow, by William Marshall (*Secker and Warburg* £8.50). Panic at Hong Kong's

Yellowstreet police station as mad bomber, Oriental-style, keeps destroying streets. Terrific action with dollops of Zen, quiet humour and local colour. Marshall makes even the traffic exciting - and crucially relevant.

● *Man's Storm*, by Keith Heller (*Collins* £7.50). Highly atmospheric historical set on the night of London's great gale of 1703. George Man, parish watchman, trawls through seedy, drunken, sexual Westminster for savage killer of shopkeeper. Guest appearance by Daniel Defoe in consistently informative and original period mystery.

● *Record of Sin*, by Jill McGown (*Macmillan* £7.50). There's now so queer as middle-class folk in idyllic country village. Emotions fly faster than the jets overhead as the local nasty is disposed of in the quarry. A neat enough plot and solution, slightly marred by excess of samey characters.

● *One Dollar Death*, by Richard Barh (*Gollancz* £8.95). Murder for old coins' sake. Pensioner Margaret Brinton and team of down-and-nearby New York crumbles aggressively pursue numismatic killer. Unlikely and engaging.

● *Always a Body to Trade*, by K. C. Constantine (*Hodder and Stoughton* £8.95). Hard-drinking, rough-talking, crude and sentimental Mario Balaz, Chief of Police of Hick town Rockburg, Pennsylvania, has acquired a critical and public following in America. Over-detailed dialogue and concentration on the minutiae of small-town existence may not be every English reader's slug of booze, but there's no question Constantine can write, and knows what he's talking about.

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In spite of cut-backs local education authorities have been offered £146 million to spend within 5 years. This week *The Times Educational Supplement* reports on how they are going about it.

The Technical and Vocational Education Initiative, launched with a flourish in 1983, has now been adopted by 62 local education authorities. By 1986, ten per cent of all secondary schools will be participating in the scheme. Have the fears of some, that the Initiative was merely "streaming in disguise", been allayed? How has the more academic child been affected? Where has the money been spent? What is the curriculum reality of the MSC dream?

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THE TIMES DIARY

Patrick's day

But for a series of mishaps, Patrick Jenkin would have had to wipe the smile from his face after Tuesday's four-vote victory in the Lords on GLC abolition. Lady Vickers (Tory) had apparently intended to vote against the bill, but went through the wrong lobby. Lord Avebury (Liberal) failed to get to the Lords in time from his Pimlico office to vote against, while fellow Liberal Lord Tansley got stuck in a traffic jam in Regent. The Bishop of Southwark also failed to register his opposition having committed himself to deliver a service elsewhere. Jenkin's thanks should also go to GLC chairman Ilyd Harrington, who did his best to alienate moderate Labour peers. At a lunch to two on Monday, Harrington produced a memo from GLC councillor Stephen Benn and declared: "I have a note here from Tony Benn's son reminding me to tell you how to vote tomorrow." Of the six Labour peers who attended the Lords debate but didn't vote, at least two - Scanlon and Plant - were at the lunch.

● Latest intelligence from my Westminster source on the reshuffle: Peter Morrison, junior employment minister, to succeed Sir Peter Rees as Chief Secretary to the Treasury; and Sir Peter? Doomed for the backbenches.

Opinion toll

Top Tories should stop gloating at Labour's reselection problems and look to their own seats. To coincide with today's publication of *Democracy at the Crossroads*, authors Patrick Dunleavy and Christopher Husbands have analysed all opinion polls since March and produced a projection of what would happen if an election were called tomorrow. Labour would win 108 more seats, including those of ministers Peter Rees, George Younger, Nicholas Edwards, David Mellor, Lynda Chalker, John Butcher, Malcolm Rifkind and David Trippier. Diarists would suffer too: our staple diet - Edwina Currie, Peter Bruniwells and Geoffrey Dickens - would also go.

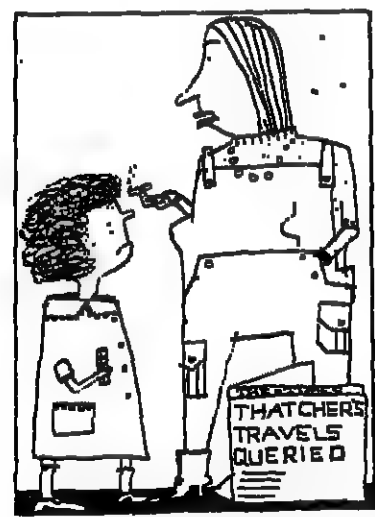
Heated words

Small wonder that the united front of left-wing local authorities against ratecapping is crumbling. At the last meeting of the group's local government information unit, Islington leader Margaret Hodge took issue with Liverpool council's deputy leader, Derek Hutton over strategy. Up stood Hutton. "If you can't stand the heat, girl, go back to the kitchen," he shouted. The meeting, I'm told, dissolved into total pandemonium.

Poor visibility

The beleaguered Nicholas Ridley, Transport Secretary, clearly no longer has time to check what civil servants say in his name. Witness his reply to a question on motorcyclists' visibility from Labour's Gwyneth Dunwoody: "The effectiveness of the available daytime conspicuity aids seems to vary according to such factors as ambient lighting levels and the pressure and mix of traffic."

BARRY FANTONI



"Of course you know the Prime Minister's name - your Malaysian pen friend wrote and told you"

Double act

Radio Four researchers working on *The Thatcher Phenomenon*, a six-part series beginning on Sunday, have been in search of Mrs Thatcher's sense of humour. They asked her school chums, who said she was an "extremely serious" little girl. They asked her Oxford contemporaries, one called her a "brown girl". Their pursuit took them to the White House where Ronald Reagan, ingeniously hoping he was not being tactless, recalled telling an anecdote over dinner at the Williamsburg summit: "She stole my punchline," he complained.

Plus ça change

From, presumably, the Federation of Conservative Students, currently facing a Central Office investigation into rowdy conference behaviour, comes an anonymous account of party chairman John Gummer's own rowdy behaviour when a student at Swinton Conservative College. He performed, it says, a cruel impersonation of the principal, Sir Reginald Northern, rounded it off by climbing up the lectern like a monkey, and so outraged party officials that an emergency meeting narrowly refrained from expelling him. Yes, he did impersonate the principal, a Tory spokesman conceded yesterday; but as Gummer is "a kind man", it certainly could not have been cruel.

PHS

Forget the seats, count the votes

by Julian Haviland

In earlier times the English and Welsh county council elections were solely about seats lost and won and about who ruled in the shire halls. The winners and losers in today's elections may indeed care about little else as their fate is recorded.

But the result that matters most to the professional politicians will take another week or 10 days to emerge with the slow totting-up of all the votes cast in every ward across the land. This is the result of the contest between the opposition parties for recognition at national level.

These elections are the best chance for the next 12 months for Labour to establish itself as the Government's only serious challenger, as the national opinion polls are at last suggesting. It cannot afford to fail; and the Alliance parties cannot let it succeed.

Labour may have fewer apparent successes than its rivals. This is because the counties now being fought were last contested in 1981 - before the Falklands victory inflated Conservative fortunes - when Labour made spectacular gains, taking control of 10 English and four Welsh counties. What Labour now hopes for, Neil Kinnock says, is to hold those councils and gain more seats. In spite of improved morale in the Labour camp, and a marked advance in campaign efficiency, any bold claim would be foolhardy.

At Labour headquarters they focus on one figure that measures

the disaster of the 1983 general election result in Britain as a whole, while being thrashed by the Tories. Labour at least took more of the popular vote than the Alliance, 28.3 per cent to 26 per cent. In the English shire counties, though, in 1983 the Alliance took nearly four votes for every three of Labour's (see table).

A year later, in the European elections, the voters in the shire counties reversed those figures, to Labour's great relief. The main objective for Labour today is to build on that improvement.

The English shires contain 310 parliamentary seats, which in 1983 returned 40 Labour and only seven Alliance (Liberal) MPs. (The rest are Conservatives.) But Alliance candidates polled 4.5 million votes, and Labour only 3.4 million. Labour is determined to banish the notion that in the shires, and particularly in the south, it is not the main challenger.

Liberal campaigners, pointing to the record number of 3,200 Labour

candidates for 3,565 council seats, claim that Labour is fielding "paper" candidates (as the Liberals have themselves done in the past). These are no-hopers who lack the resources to campaign but who can gather a few votes to make the national tally look more impressive.

If Labour has most to prove today, the Alliance parties have most to gain. In 1981, the newly formed Social Democrats did not contest the elections. This year they have about 1,000 candidates, the Liberals about 1,500 - a joint effort bigger than anything the Liberals have ever managed on their own in recent years.

The Alliance target is to increase the Liberals' present 350 seats to a combined total of about 550. For the SDP there is a prospect of representation on councils for the first time, apart from its handful of seats gained in by-elections. The Liberals expect to have something to show for 10 years of work at grass-roots by their dedicated Association of Liberal Councillors.

In 1983 Liberals were contemptuous of SDP candidates with no experience and often weak organization. Now the tone has changed. The SDP acknowledges that it has learned new campaigning skills from the Liberals, who in turn say that the Social Democrats are showing a new readiness for hard work.

Shire counties: % support for the main parties

	1981	1983	1984
Lab	34.9	21.4	29.8
Con	40.2	50.2	47.7
Alliance	18.1	27.9	21.8

Source: Labour Party

Welfare cuts: George Hill on Norman Fowler's dual image

Outsider on a winning streak?



There is a time in a ministerial career to be useful and a time to dig in your heels and be awkward; three-quarter of the art of climbing the political ladder lies in being able to tell which at any given moment. Norman Fowler has advanced far and fast in politics by being useful - an efficient executor of policy, assured, prudent, rather colourless, not identified with any particular faction or definite point of view.

His clash with Nigel Lawson over the social services review does not seem to fit in with this pattern at all. Fowler has moved with assurance to block Lawson's attempt to secure extra public expenditure savings by further cuts in services. The argument has created an impression of governmental disarray just before the shire county elections. It has also frustrated the Chancellor, in a glare of publicized rumour, in his favourite ploy of bouncing colleagues at the last moment into yielding to the Treasury a little more than they had intended to.

The Opposition has attacked the proposed social security changes, but some cynics suspect that the whole thing is a put-up job, to soften the pain once plans are announced with the reflection that things might have been far worse. Certainly the predicted cuts in child, housing and other benefits, and the probable dismantling of the earnings-related pension scheme, cannot be expected to evoke anything but bitter lamentations from welfare interest groups.

There is something about Norman Fowler's air of brisk purpose, a private affability somewhat lacking in real warmth, that makes opponents suspicious even - or especially - when the leaks from behind the Cabinet door cast him in the most heroic light. "Shallow all through - a living public relations exercise," says Frank Dobson, Labour spokesman on health, who also saw service against him in his previous job at transport.

Mistrust lingers partly because Fowler had been mildly inclined towards the left of the party when it was fashionable to be so, and made the transition effortlessly to Thatcherism when she came to the fore. Even if the clash with the Chancellor is a real one - and the evidence strongly suggests that it is - it is not difficult to explain Fowler's recent action in terms of self-interest.

To cut and cut again may serve the party's immediate political purposes, but sooner or later the consequent unpopularity is certain

to rebound, in particular on the minister who happened to be in charge at the time. Political fashions reverse themselves, and the Thatcherite rhetoric of public thrift and private self-reliance has already had a significant run. Fowler has at least his share of the ambition which marks most politicians, and has no intention of being turned into any sort of scapegoat.

Given the present climate, an ambitious politician might be expected to stand up for the welfare state. "He suffers from the pressures of the hard-faced men, but he has a genuine streak of compassion, which I can't say for all his colleagues," says Sir Brandon Rhys Williams, a candid observer from within his own party.

Fowler's defence of the tax-funded basis of the NHS, for example, has been consistent since he first took charge of the department in 1981. One of his first acts was to jetison studies into an insurance-based system commissioned by his predecessor, Patrick Jenkin, and

there have been other spending clashes with the Treasury, less highly publicized than the present one. Dr John Havard, secretary of the British Medical Association, has no doubt that Fowler has a real feeling for the NHS - "definitely one of the better Secretaries of State I've worked with - quietly efficient, fair, and a very agreeable man".

For some time, at least, he also showed favour towards earnings related pensions, and when Mrs Thatcher publicly ruminated in 1983 about the prospect of the country being overrun by pensioners by the time she herself would be retiring, he went on record with a sharp reminder that the demographic evidence indicated no problems of that kind until several decades into the next century.

There has always been a gap between Thatcherite rhetoric and practice, and Sir Brandon suspects that Mrs Thatcher herself may not be averse to having a relatively cautious figure at the department. "Deep down in Maggie there are

what I call Christian Democratic leanings which need to be tapped more often than not, and Norman is particularly good at striking that chord - in a way that someone with an Oxford accent might not be."

The two have in common a background of grammar schools and scholarships. Stephen Aris, who edited the *Cambridge University*, of which Fowler was sports editor, retains an impression of earnest diligence rather than brilliance. "Cambridge was a bit of a snobby place then and Norman was very conscious of the fact that he was not from public school. We would have been astonished to think he would ever be in the Cabinet."

The sports editorship seems to have been sufficient recommendation to secure him a job on *The Times* when he left university in 1961; he remained until entering Parliament at the first attempt nine years later. It was still not easy to see him as a rising Privy Councillor. There is never surprise at *The Times* when the outside world appreciates the qualities of a member of staff, but it is fair to say that there is more lack of surprise in some cases than in others.

His time as the paper's home affairs correspondent, still diligent rather than brilliant, was marked by some excitements, however. When the office was raided by armed gunmen he pursued them for some distance in his car, but eventually lost them. He showed considerable resource in reporting the 1967 June Middle East war, making his way to Beirut in a fishing boat, bluffing his way ashore past suspicious armed soldiers, wheeling a one-hour visa out of them and securing an extension before it expired. He moved on to Syria and Jordan, where he reported with unmistakable feeling on the plight of the war's new refugees clambering across the River Jordan.

Fowler is inclined to reticence about his interests outside politics, and indeed seems to have few. His second wife, Fiona Poole, a former House of Commons researcher, once described him as "a very private person and a loner".

It is this privacy, and a sense of a reserve about his affability in the lobbies, that makes it hard to guess his real motives. It would not be natural if personal ambition did not play a significant part. But the evidence is also consistent with a man with a real social conscience who is now staking out his own political position with increasing self-confidence.

wandered in and out of the dusty rooms, refugees began to appear. The hundreds of people who had surrounded us at the first tent had followed us, their numbers swollen on the journey. More and more crowded into the tiny room. The walls of the hospital threatened to collapse under the pressure of the people milling outside.

My interpreter rose and began to push me towards the door. At every step our passage was blocked. He wrote down the name of each individual who confronted us and promised he would try to do something.

It took us 20 minutes to reach our car, only a few yards away. Throughout, a small child pressed close to me. Her hair was tightly plaited in tiny rows across the top of her head, her skin was stretched over her expressionless features and her marasmic cheeks were sunken as the holes in a skull.

In contrast to the jabbering all around, she said not one word and never once held out her hand, but her unnaturally large eyes did not leave me.

I climbed into the car and the driver started the engine but hundreds of hands held the vehicle back. Then her haunting face was there again, at the window. We began to edge forward and she was pushed aside by an angry youth. Her face disappeared and, as if a spell had been broken, the car began to move more quickly.

Hundreds of people started to run in a hopeless attempt to keep pace. For a second, I caught a glimpse of the girl with the accusing eyes who stood, where we had left her, and watched us speed away, past the rotting animal corpses which littered the roadside, towards the city.

Paul Valley

Ronald Butt

Evil incarnate but not unique

The attempts to stop President Reagan from visiting the German military cemetery at Bitburg and the contemptible bullying of Princess Michael of Kent in sections of the British media are two faces of the same phenomenon. Forty years after Hitler's defeat far too many people who have the power of influence are possessed, consciously or unthinkingly, of a destructive urge. They take every opportunity not merely to conserve a vivid and recurrent picture of Nazi Germany as a unique expression of ultimate evil, but also to represent the German people of the time as so guilty and stained by Hitler's tyranny that their children have a moral obligation repeatedly to affirm their rejection of it for fear of being accused of an inherited taint.

That, of course, is not how Germany is seen by many who have grown up in Britain since the war - certainly not by those who know Germany and have educated minds. But this is largely thanks to their own rationality and generosity of spirit, since they grew to adulthood against a background of war films and television serials starring the SS as the villains you love to hate and of documentaries not only showing Hitler raving and stormtroopers goose-stepping but often implying that the Germans are a people morally pliant because innately subservient to any authority.

Much of all this is so cliché-ridden that it hardly helps those whose serious purpose in wishing to keep memories alive is a fear that the Nazi past might again surface around a people temperamentally unfitted to resist it, and who therefore need to be constantly humbled with reminders of past misdeeds. It is not after all, easy to take stock of the Nazis of TV and cinema screen actually reduce our ability to think seriously about what happened, and what it signified.

Indeed, there is even some danger that the frequency of the well-meaning reminders of the holocaust could be self-defeating. Human kind cannot bear too much reality and its mind quickly recoils off the wall of the unbearable into more convenient thoughts.

Yet what is still more dangerous in these attitudes is the notion that foster that what was defeated 40 years ago was something uniquely isolated in human history, something disconnected from the rest of us: a freak storm of unexampled ferocity. That is not what it was. Nor were the German people vulnerable to it because they were in some way different - except, perhaps, to the extent that at the time they had a deficient political structure and tradition.

Hitler's rule was of unsurpassed wickedness, both in its attempted genocide and in its total indifference to the suffering of conquest. Yet it was not the only attempt at genocide in human history, nor were Hitler's murdered millions the only millions in this century, and this continent, who were slaughtered, or who died by political orders that made their deaths virtually inevitable.

In Stalin's war against the kulaks three million perished, some by the machine gun and very many more by brutal treatment and starvation in work camps where survival was impossible. From 15 to 20 million people may have died altogether as a result of Stalin's rule, perhaps nearly as many as those who died in defending Russia against Hitler. But rightly we do not hark back to that as to some kind of collective Russian guilt.

Incalculable numbers also perished in Mao's China. A huge proportion of the Cambodian people were exterminated by Pol Pot; and

the murders of countless other dictatorships remind us that there is always someone to do the killing. Germany has been a distinctive case only because at the end Hitler's regime collapsed quickly, revealing the visible evidence of its ghastly terror. Elsewhere we often have no more than indirect testimony.

We therefore think of the Nazi period as an unparalleled human experience, which in moral terms it was not. Thus the rest of us are too easily relieved of the burden of trying to confront the reality of human wickedness. The trivial and nasty sadism of those in the media who wrongly as it turned out found Princess Michael's late father guilty before there was evidence, and who demanded that she should prove herself by denouncing him, is one consequence of this state of mind. Their self-righteous indifference to her suffering mimicked in a minor way the very thing it purported to condemn.

Those who see the Germans of the 1930s as criminally guilty for allowing the Nazis to come to power legally (though as a minority party in a coalition) forget that it was done in the desperation of unemployment, and a not unjustified fear of Bolshevism and sustained later by misguided patriotism. They speak as though Hitler was given power to liquidate Jews, whereas the true German offence was a refusal to take seriously lesser threats against them at the outset because other parts of Hitler's programme seemed constructive.

But other nations and governments also made the same mistake, refusing to withstand him when he could have been brought down without damage. Evil men in politics do not succeed by nothing but evil, but by sugaring it with something palatable until the poison is swallowed.

Not everything is black and white. Not even evil. One of the 49 impressed or deluded Waffen SS men (mostly under 25) who are buried at Bitburg can have been totally bad; what is certain is that of the 2,000 ordinary German soldiers there, most were more or less like the soldiers in any army, going along with the powers that were, making do from one day to the next, and not asking very deep questions.

As it happens, I cannot remember the 1 the only one? I shall say doing a VE day. But shortly afterwards, and not very far from Luneburg Heath, I do recall putting a question to a pleasant and elderly businessman from Bremen with whom I had become acquainted: how could he have gone along with it? "It is as easy," he replied, raising his arm in the Hitler salute, "to do this when you meet a friend in the street as it is to raise your hat." It was an honest if not a noble answer.

Remembering that it was Stalin's partition of Poland with Hitler that began the war, remembering the hesitations and fears in Britain and France which made Hitler's aggressions possible, remembering how much of Europe was lost to democracy afterwards through Roosevelt's deal with Stalin; remembering the fate of the Cossacks and others whom we conveniently returned to Russia, who can say that all the fault was that of one nation?

Durable bonds have been forged between democratic Germany, which was also liberated 40 years ago, and its former enemies. Why is it that so many in Britain and America, which suffered so much less than France, seem to find it harder than France to stop harking back? Reconciliation and consideration for German feelings must be part of this anniversary and that is why President Reagan is right to go to Bitburg.

moreover... Miles Kingston

Bursting out all under

"You can tell spring's here again."

"The daffodils and everything, you mean?"

"No, the Byron discovery."

"I'm not quite with you."

"Haven't you noticed? Every time spring is in the air, they discover a new work by Byron. Sometimes it's letters, sometimes it's diaries. This year it was a complete work."

"Where did they find that, then?"

"At his publishers, John Murray. Down in the basement somewhere, apparently."

"Hold on a moment, Byron's been dead for centuries. They must have known it was there."

"You don't know publishers, obviously. Taking a century over a book is quite quick work for a publisher. I sent a novel off to one firm in the 1960s, and I got a note the other day saying they hoped to come to a decision soon. Didn't like to tell them I'd had it published by somebody else in 1969."

"So you reckon that Byron sent off this work to John Murray in, say, 1821, and the post department has just got round to opening it?"

"Possible. But my theory is that they decided to have a little spring clean and came across this Byron book which someone had put on one side in, say, 1822. Hence the connection between Byron and spring."

"Amazing."

"So then I said to myself, within the week there'll be confidential documents turning up on a rubbish dump."

"Uncanny?"

"No, it's not. It always happens. Round about the time John Murray are having their spring clean, the MoD do the same. Bit of a clear-up, bit of a clean out and hey presto! State secrets blowing around in the spring breezes."

"What were these state secrets then?"

"They didn't say. But if they are anything like John Murray, stands to reason they are highly confidential reports on Britain's defences in, say, 1820."

"Who were we fighting in those days?"

"I don't think we were actually fighting anyone, but you don't have to be at war to have defence secrets. Maybe we were worried about the Americans."

"The Americans? I thought we were friends with the Americans."

"Not then we weren't. We'd been at war with them less than ten years before, burning the White House and all that. On the other hand we were allies with the Russians."

"Allies with the Russians and fighting the Yanks? No wonder the Ministry of Defence doesn't want their secrets to get out, even from 1820."

"Quite so. Makes them look as if they can't make their minds up who they really want to fight."

"I tell you what would be really good. That would be if Lord Byron had been asked by the government to write confidential reports on the war between the Greeks and the Turks."

"It's not impossible."

"Then you'd get state secrets written by Lord Byron blowing round on a rubbish dump!"

"What a way to welcome spring. It's got everything, except daffodils."

"By the way, did you read about that bloke who was arrested for picking five daffodils in Cornwall? That's a sign of spring, surely?"

"No, no - that's a sign of the start of the silly season."

"I thought the silly season came in summer."

"Not any more. They're merging it with spring."



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NOT ALL AT SEA

"We welcome debate," says Mr Michael Heseltine, at least twice, in this year's Defence White Paper - as if in anxious response to those who suspected after the last time that whatever his ministry welcomed, it was not that. And it must be said that the discursive note injected into this year's document is an improvement on the tone of most of its predecessors, which have too often read like the report by the chairman of a public company to a half-empty annual meeting.

It carries on an inevitably one-sided argument over Nato's continuing strategy of "flexible response" and even goes as far as to admit that the Trident missile programme will cost a lot of money - "money that will not therefore be available for other defence purposes", Mr Heseltine wins in the end of course, dismissing any attempt to abandon Trident as "a reckless gamble". But the first thing to notice about this year's Statement on the Defence Estimates is that it does make a braver attempt than hitherto to explain why more than £18,000 million of taxpayers' money is being spent in the way that it is.

It is also accompanied by the "Lean Look" report which details how 4,000 soldiers can in effect be transferred from the Army's "tail" arms to the "teeth". This too must be welcomed, though one wonders why it has taken so long to reach some of its conclusions.

It is likely moreover to be only one of a number of such exercises which the ministry will have to complete if it is to produce a White Paper in 1990 which bears any relation to this one. This Government may have raised defence spending by one-fifth in real terms since Mrs Thatcher came to power six years ago. But these heady days

are drawing to a close, and after this financial year there is likely to be, at best, what Mr Heseltine recently described as a "plateau situation". This is bad news for say, the RAF who would like a new air-superiority fighter by the middle 1990s, the Army who are after more Challenger tanks and missiles and the Royal Navy/Royal Marines who need new amphibious vessels.

The decline in the merchant fleet, which is perhaps the most significant single comment in the White Paper, is likely to sharpen the issue. The pressure on defence resources in recent years has led the ministry to look upon the mercantile marine, from ocean-going liners to deep-sea trawlers, as a kind of soft option. (And not just in recent years - trawlers after all were used to sweep mines off Gallipoli.) If the navy is now about to be presented with a zero option instead the consequences for force planning in the late 1980s could be serious.

As it is the Navy will clearly have to fight to maintain its surface fleet of frigates and destroyers at its present long-term strength of 30. Recent alarm over this has been allayed by Mr Heseltine's announcement yesterday of further orders on the horizon for Type-23 frigates - which are to play a leading role in the Navy's anti-submarine force. But the maritime lobby at Westminster will have to be on their toes if the necessary momentum is to be maintained. As the Royal Navy continues to provide 70 per cent of Nato warships in the Eastern Atlantic, the alliance too has an interest in seeing that in any dog-fight over funds, the sea-dogs do not lose.

This White Paper then, like most others, is more notable for what it does not say than for

what it does. To hope that it might say something about changing the present disposition of forces within Nato might be expecting too much. But as Mr Heseltine has stated that he welcomes debate, then perhaps we should raise it all the same.

This year's White Paper emerges one week before the anniversary of VE-Day - a fact which is not missed in its introduction - as it celebrated "40 years of peace". It might be thought an appropriate time for the alliance to take a long hard look at the way it deploys its resources - and for Britain to prompt it.

There is something terribly institutionalized about the British Army of the Rhine (BAOR), with its hospitals, wives' clubs and schools. As an army it is fine - as efficient and as well-equipped, by and large, as one might hope for so long after the period of tension which created it - and which few of its soldiers can remember.

On the other side of the border the forces of the Soviet Union and the Warsaw Pact continue to improve while talks aimed at reducing the size of conventional forces in Europe show little prospect of success. In that situation to suggest any change in the size and shape of British, or anyone else's, forces, on the continent, is considered quaint heresy. It is not, we should add, to question Nato.

But is our commitment to forward defence quite as crucial as is usually supposed? And is it not perhaps our rapid reinforcement potential upon which we should be concentrating, rather than our "teeth" arms in the trenches? This is the kind of debate with which we should commemorate VE-Day. But somehow we don't think Mr Heseltine would welcome it.

NOTHER SENSITIVE TRIP

By the ordinary canons of diplomacy Dr Garret FitzGerald was off-side in his dash to Derry on Tuesday. He arrived without official invitation, at three days' private notice, for several public engagements, and for a bit of unabashed electioneering on behalf of Mr John Hume's SDLP for the local elections there in a fortnight's time. "An unheralded intrusion" Mr Enoch Powell called it with some justification. Kissing other countries' babies, even metaphorically, is the wrong side of any line.

But the ordinary canons of diplomacy do not exactly fit in Ireland. Dublin has an interest in the politics of Northern Ireland by reason of settlement and by reason of the overspill of terrorism and political crime into the Republic. That interest is acknowledged by the British Government, which also concedes to the Irish government a shadowy role as champion of Northern nationalists. The last prime minister to tell the Irish government to mind its own business when it raised a point of order about the conduct of affairs in Northern Ireland was Mr Edward Heath in his pre-Sunningdale period.

Further, the election in which

Dr FitzGerald has intervened is of a peculiar kind. It is being held to fill the council chambers of Ulster's almost functionless districts. But the overriding issue in this as in all Ulster voting is the constitutional issue, for or against the union. Beneath that ritual confrontation two separate contests are taking place in parallel. In one Mr Moynihan's unionists compete with Dr Paisley's unionists for supremacy within that community; in the other Sinn Féin, the Provisional IRA's political operation, challenges the SDLP for possession of the nationalist vote. The second is in some sense a contest between constitutional and "Armistice" republicanism. Dr FitzGerald's intervention was squarely on the side of constitutionalism, and in so far as it is likely to count for something, it is welcome in its effect, if not to everybody in its form.

Nor is it the least surprising that the Taoiseach should utilize his inauguration of the resumed air service between Dublin and Londonderry to give Mr Hume a helping hand in his election. The two men drank of politics together during the many sessions of the New Ireland Forum

in 1983-84 - a nationalist initiative in which the British Government took a benevolent interest even if it did not much like the result. They have not only clarified their objectives. They have a close working relationship.

The two governments are currently exploring together means by which the nationalist community may be better reconciled to the institutions and governing processes of Northern Ireland. One possible means is of giving Dublin some standing there in a form that does not compromise British sovereignty or confer executive powers. Dr FitzGerald's foray fits into that frame all right. Mr Harold McCusker, MP, succinctly expressed unionist feelings: give him an inch and he'll take a mile - "That is why we unionists say 'not an inch'". Mr Hurd offered a mild rebuff. He thought it right that Dr FitzGerald should take into account the sensitivities of both communities. Indeed, but too close a regard for everybody's sensitivity in Northern Ireland spells immobility, and it is the ambition of both governments to introduce a little motion into the situation.

GRIM LOGIC IN LEBANON

It is noticeable in many parts of the world, but perhaps nowhere more than in the former Ottoman empire, that communities supposedly possessed by deep-rooted and long-standing animosity for each other nonetheless live not merely in close proximity but thoroughly intermingled. There may have been massacres in the past - evidence for them can generally be produced and the memory is often carefully cherished. Yet those who survived, and their descendants, went on living within a few miles of each other if not in the same street.

So it was in Anatolia, in the Balkans, in Cyprus, in Syria, above all in Lebanon. Perhaps people's horizons were so narrow on those days that it never occurred to them to move. More likely, the weapons then used in intercommunal conflicts were simply shorter-range, less devastating. A mile or two was far enough to flee, and if a household could not defend itself a village probably could.

It is not surprising, therefore - even if it is hard to be sure what was cause and what effect - that the arrival of more destructive weapons in the area had coincided, over the last century or so, with the emergence of nationalisms building on the old communal (mainly confessional) identities but assimilating them to the West European notion of nation-states based on territorial contiguity and ethnic or linguistic homogeneity. The riot started, perhaps, with Greek nationalism way back in the early nineteenth century. It gathered pace at the end of that century and the early part of this one with the terrible massacres of Armenians by Turks and Kurds (and some vice versa)

and the forcible "exchange of populations" between "Greeks" (i.e. Orthodox Christians) and "Turks" (i.e. Muslims).

More recently it reached Cyprus, where the physical separation of the two communities only began on any significant scale in the 1960s but was completed in one act of drastic and brutal surgery in 1974. Before that, of course, there had been the ingathering of Jews to Israel, and corresponding displacement of Palestinians into the Arab hinterland.

Lebanon, with its multiplicity of religious communities all speaking the same language, seemed destined to escape the process. That proved a fallacy. Common language, as Ireland shows, is no guarantee of common national identity. Lebanese Maronites spoke Arabic, but did not consider themselves Arabs. Lebanese Muslims, initially reluctant to think of themselves as Lebanese at all, later gave that label an entirely different set of overtones by adding "Arab" to it. And underneath these largely rhetorical nationalist surcoats lay the true armour of communal identity: Maronite, Druze, Sunni, Shia and so on.

Once the serious fighting started, just ten years ago, these communities began to regroup in more or less defensible areas, as others had done before them in other parts of the Middle East. But the very complexity of the Lebanese confessional mosaic has drawn the process out, making it uniquely difficult for outsiders to follow and, perhaps, uniquely painful for those affected.

It is nearly complete now, and

the new map of Lebanon is emerging. The Christians are being confined to "Marounistan" - East Beirut and the coastal strip to the north of it - and to the immediate proximity of the Israeli border. The Druze have the Chouf to themselves. The Sunnis have Tripoli and perhaps will be allowed to keep the city of Sidon. In West Beirut, the Bekaa and the south the Shia will predominate.

The self-appointed leaders of Christian Lebanon - the Phalangists - provoked the expulsion of the Christians from the Chouf in 1983 and have now done the same for those of the villages round Sidon and the Iklim al-Kharoub (the "Carob Coast") to the north. It seems all too likely that a certain Shiite leadership, by attacking Israel, will now perform the same function for the Shiite villagers of the far south. It may not take much goading to persuade Israel to expel them from her "security zone" to make room for Christian refugees, a more reliable buffer population.

The extent to which Israel has consciously willed this remaking of Lebanon in her own image will be much debated. Many Muslim Lebanese will take it for granted. Western public opinion will be harder to convince. Either way, there are stronger forces at work than the conscious policies of governments. The new Lebanon proceeds from the same grim logic as Israel itself - the logic of pogrom and genocide, of a hard world in which no man feels safe except - and even then only relatively so - among his kith and kin who worship according to his rites.

Prince's visit and papal Mass

From the Reverend Bruce Harbert
Sir, April 30, the day on which the Prince and Princess of Wales might have attended a papal Mass, has a particular piquancy: it is the feast of Saint Pius V, the Pope who excommunicated Queen Elizabeth I.

The troubles of the reigns of Mary and Elizabeth are the most painful of all the memories shared by Anglican and Papist. When the Pope and the heir to the throne of England are able to unite at the altar of Christ in remembering those days, the cause of Christian unity really will have advanced. For the moment, however, members of either communion might justifiably wonder whether we are indeed quite ready for that.

Yours faithfully,
BRUCE HARBERT,
Howard House,
6 Richmond Place,
Brighton,
Sussex,
April 30.

From Father Aidan Nichols, OP
Sir, The decision to dissuade the Prince and Princess of Wales from attending a celebration of the Eucharist in the Pope's private oratory has brought great sadness to Catholic subjects of the British Crown here in Rome, where their community, whether of priests or layfolk, enjoys a well-nigh unbroken existence dating back to before the Conquest. Two grounds have been suggested for this decision.

In the first place, it is argued that the presence of the royal couple at a papal ceremony would compromise the head of the royal house who, in her Coronation oath, undertook to uphold the Protestant religion as by law established. Yet the official representatives of our national churches are themselves engaged in negotiations aimed ultimately at corporate reunion with the Church of Rome in England through the Anglican-Roman Catholic International Commission. In Scotland, though, the Roman Catholic Reformed Dialogue of the World Alliance of Reformed Churches.

Secondly, it is proposed that the attendance of the Prince and Princess would constitute a major affront to the Protestant community in Northern Ireland where, however, the Crown has no special relationship with any one Church. But, Sir, the credibility of United Kingdom institutions in Northern Ireland depends on the credibility of the proposition that to be Unionist and Protestant is not in itself to be anti-Catholic.

In this perspective, the British Government would surely have exercised its powers of influence more wisely had it persuaded the leading figures of Protestant Ulster to welcome the projected joint act of prayer of the chief pastor of the Catholic Church with the heir to the British throne and his spouse.

An opportunity has been missed for the public, international portrayal of our country as a sovereign commonwealth where neither class, race nor creed prevents full participation in the national life. If, as partisans of government not infrequently inform us, the troubles of Northern Ireland derive from religious and historical memories rather than from racial and economic causes within the power of the State to reform, then we have lost a major chance to cleanse that religious and historical memory by a striking symbol of reconciliation.

Yours sincerely,
AIDAN NICHOLS,
Pontificia Universitas S. Tommaso,
Largo Angelicum, 1,
00184 Roma, Italy,
April 30.

The great divide

From Professor M. L. West, FBA
Sir, The term "English Channel" (Letters, April 18, 20, 23, 24, 26) reflects a Continental viewpoint. It is in what you have to cross to get to England. Pomponius Mela wrote in about 45 AD that Europe is delimited in the east by the Don and the Black Sea, in the south by "our sea", in the west by the Atlantic, and in the north by the *Britannicus oceanus*. This same name is used by the Elder Pliny and by Ptolemy. The real problem is why we in this country do not call it the French Channel. Perhaps we have deeper European instincts than we realize.

Yours faithfully,
M. L. WEST,
Royal Holloway and Bedford Colleges,
Egham Hill, Surrey.

Feeling the pinch

From Mrs V. P. Tomlinson
Sir, Mr Muir (April 27) need not fear. When I was a girl in Scotland it was the custom to give a nip for luck to the wearer of new clothes. This was not a measure of whisky but a hard pinch, usually on the upper arm.

Yours faithfully,
V. P. TOMLINSON,
27 Hamilton Terrace, NW8.

Oil in world markets

From Sir Philip de Zulueta

Sir, As a director of the British National Oil Corporation, albeit non-executive, I am increasingly concerned about the misunderstanding which appears to exist about the so-called BNOOC price for oil.

Many people seem to equate the BNOOC price in some way with the so-called "Opec price". But the two prices are fundamentally different: one is a buying price and the other a selling price. This was perhaps not the original intention of BNOOC's founders but since Britoil split off from BNOOC some three years ago BNOOC has not owned any oil. It has only had the right and in most cases the obligation to buy about half the oil produced in the UK sector of the

About-turn feared on pension pledge

From Mr David Piacaud

Sir, Your report today (April 26) that the Cabinet is divided over the future of social security. If the threat to abolish the State earnings-related pension scheme (Serps) is carried out it is the country that will be divided.

Pension policies take decades to mature: there must therefore be a degree of political consensus if they are to achieve anything. For 20 years up to 1975 pension policy was a political football with three major schemes in turn introduced and abandoned by opposing parties. Finally, with the 1975 Act, a political compromise was reached.

Poorer workers were enabled to build up entitlement to a State earnings-related pension, in return for higher contributions, so that they would no longer depend on means-tested benefits - a Labour priority. At the same time security in old age was increased for those in occupational schemes by providing Government inflation-proofing - a Conservative priority. Neither the importance of these two priorities, nor the feasibility of achieving them,

has diminished in the last ten years. The Conservative Party has been consistent in its support of the 1975 Act. In 1976, in *The Right Approach*, they wrote: "We have made it clear that we can accept the compromise reached last year. After years of chop and change, it is important to have a period of stability". In 1983 they wrote: "The Act represented a compromise between the parties, and Conservatives have kept their pledge to accept it in Government".

Now it would appear that Mrs Thatcher's Government is contemplating reneging on its pledge to accept the 1975 Act. To destroy political consensus in such a way would be an act of political hooliganism: once more pensions policy would become a political football and security in old age would be in jeopardy.

Yours faithfully,
DAVID PIACAUD,
The London School of Economics and Political Science,
Department of Social Science and Administration,
Houghton Street, WC2,
April 26.

The right to work during a strike

From the Chairman of the Executive Committee of the National Council for Civil Liberties and others

Sir, Having attended the annual general meeting of the National Council for Civil Liberties last weekend, we regret that, in two respects, your comments on the organisation are seriously misleading ("Muzzled watchdog", April 30).

By an overwhelming majority at a very well attended meeting, the AGM welcomed the establishment of the independent inquiry into the policing of the miners' dispute and endorsed the majority of its conclusions. The AGM rejected only one sentence of the inquiry's interim report, which equated "the right to strike" with "the right not to strike".

That does not mean that, for NCCL, the "rights of... pickets... override any possessed by individual workers". The AGM endorsed the inquiry's view - long upheld by NCCL - that the right of an individual to go to work during a strike must not be interfered with by violence or intimidation. But it rejected the over-simplified view, which has no basis in international human rights law, that there is some fundamental right to strike-break, to be equated with the right to strike.

NCCL has never voted "to ignore the civil liberties of the National Front". NCCL has always defended the right of any organisation, however repugnant its policies, to exist as a lawful body and to express and seek support for its views.

NCCL has taken that stand even in relation to the IRA and other organisations now banned under the Prevention of Terrorism Act. (We doubt if *The Times* can claim such consistency.) The vote of the 1984 AGM did not change that, but decided that NCCL should not itself give legal advice or other assistance to racist organisations.

This weekend's AGM, while

confirming that stand, also made it quite clear that no individual seeking NCCL's help will be discriminated against because of his or her political opinions.

There will always be room within NCCL for debate about the definition and application of civil liberties principles, as well as for change in policy. We deeply regret the decision of the inquiry panel to resign from the inquiry, but we trust that everyone who understands the need for a broadly based, tolerant and vigorous civil liberties organisation will remain, or become, a member of NCCL.

Yours faithfully,
WILLIAM BIRTLES (Chairman, Executive Committee, NCCL),
MARTIN ENNALS (General Secretary, NCCL 1959-1966),
PATRICIA HEWITT (General Secretary, NCCL 1974-1983),
33 Willes Road, NW5,
April 30.

From Mr Louis R. Joseph
Sir, The question whether there should exist a co-extensive right not to strike with the "right to strike" (the latter "right" itself not being enshrined in any constitutional form), is subsumed by the pre-issue of whether a collective (and democratic) decision has been reached to do either.

When a ballot to strike has been successful, the right to strike predominates; however, when such a ballot fails (or is not held) the right not to strike (or to work) must be paramount.

Given that this is the way, I suggest, the matter should be looked at, the NCCL debate between the right to or not to strike is meaningless.

Yours faithfully,
LOUIS R. JOSEPH,
4 Turret Grove,
Clapham, SW4,
April 30.

Mansion House plan

From Mr Harold Sebag-Montefiore

Sir, I was rather surprised to read in the centre pages of today's *Times* (April 29) a double-barrelled attack on the Mansion House Square scheme by both your Architecture Correspondent and by the Chairman of SAVE Britain's Heritage.

Mr Palumbo was originally granted a planning permission to put up the Mies van der Rohe building on this site and I do not recall, during the decade that I represented the Cities of London and Westminster on the Greater London Council, receiving a single request to oppose this scheme, which the local planning authority was happy to approve.

As to the destruction of a "substantial number of historic buildings", the nine grade II listed buildings were described by Sir John Summerson, when he gave evidence before Mr Stephen Marks, the inspector at the public inquiry, as being only of second-rate importance.

I hope a courageous decision will be given which will justify the millions of pounds and quarter of a century spent in acquiring this site, providing an exciting piazza or square in the heart of the City, and commissioning a respected architect, whose Seagram Building on Park

Avenue in New York is rightly admired.

I believe that Mies van der Rohe's glass tower will enhance the very varied townscape consisting of George Dance's Mansion House, Sir William Tite's Royal Exchange building, Sir John Soane's Bank of England design and Sir Edwin Lutyens's Midland Bank headquarters at Poultry.

Yours faithfully,
HAROLD SEBAG-MONTEFIORE,
2 Paper Buildings,
Temple, EC4,
April 29.

From Mr John McLean
Sir, In both Charles Kneivitt's article and the Chairman of SAVE Britain's Heritage's letter (April 29) the attack on Mr Palumbo's Mansion House Square scheme centres on Mies's building being twenty years out of date.

What faith can one have in writers who think excellence can evaporate at all, let alone in twenty years?

Mies's Seagram building in New York functions beautifully. The London proposal is carefully attuned to its site. What more do we want?

Yours sincerely,
JOHN MCLEAN,
1 Franconia Road, SW4,
April 29.

Institute's challenge

From Lieutenant-Colonel N. J. Gell

Sir, Tony Baldry, Conservative MP for Banbury, in his letter (April 24) appears to be trying to denigrate the Employment Institute, despite its membership, reported by you in your April 22 issue.

In their evidence to the Lords committee the chairmen of both GEC and ICI, with vast experience of home and especially overseas trade, gave evidence that a new lead by the Government was essential. Mr Baldry suggests an expansion of YTS (Youth Training Scheme);

admirable as this scheme is, what percentage get jobs on completion? Canvassing for the county council elections showed that an appreciable proportion of the electorate blamed Mrs Thatcher personally for taking a rigid and doctrinaire attitude over unemployment.

Finally, Mr Baldry states: "Unemployment is a challenge to us all, not just Government". Is it not up to Government to give a lead?

Yours faithfully,
N. J. GELL,
37 Lion Hill,
Bath,
Avon.

ON THIS DAY

MAY 2 1851

The Great Exhibition was the concept of the Prince Consort, and building commenced in September, 1850. The exhibition was housed in Joseph Paxton's Crystal Palace, in Hyde Park, London, in which on one occasion 83,000 people were present. It closed on October 15 during which time it had been visited by over six million persons. After all expenses had been paid there remained a surplus of about £150,000 which was used to found the South Kensington Museum. The Crystal Palace was removed to Sydenham, south London, where it was opened by the Queen in 1854, it was destroyed by fire in 1936.

THE OPENING OF THE GREAT EXHIBITION.

The pageant of the State opening within the Crystal Palace is over, and it remains for us to describe it as best we can. That imposing ceremony was witnessed by some 25,000 spectators, who will each have his own opinion to give, his own tale to tell of its wonders. The moral grandeur of yesterday's inauguration raises it far beyond the level of all ordinary pageants, and with the recollection of it full upon us we can hardly find words to enter on a description which must necessarily fall so much short of the reality. Written words are powerless and weak in presence of that great master of ceremony, the pageant of the State.

Let us look at that assemblage for a few minutes and see what it means. They are nearly all in Court dresses, and in some instances the experienced eye can detect the awkwardness of manner which such unwonted habitments superinduce. While they chat together other characters appear on the scene. The Herald comes - a curious mixture of the ancient and the modern: one half of their personae strictly a *de mode*, the rest a tabard covered with medieval spandrels and devices. Notwithstanding recent retrenchments, the best-dressed showed themselves yesterday in great strength, health, and comeliness; and some of them, for a while, might bear comparison with the giant warriors of "Queen Bees". Officers of the Household troops appeared on the scene at an early hour, their showy uniforms heightening the effect and giving brilliancy to the whole assemblage. The galleries which run along the northern half of the transept had been to some extent reserved for choristers and for families of distinction. Almost the first person who arrived here was the Duke of Devonshire. His name is closely connected with the design and progress of the Exhibition, and his presence was recognised by a large number of persons. The next arrival that attracted any interest was that of the Duke of Wellington. It was his 82nd birthday. As usual, he came early, and the loud cheers which announced his coming outside were his personal and protracted as he took his place in the north-eastern gallery of the transept.

A chair selected from the Indian collection, and over which a magnificent scarlet velvet canopy, clothed with gold fringe, was placed, was covered, served as a throne. In front of the raised dais on which it was placed rose the splendid crystal fountain of Mr. Osler, the appropriate centrepiece of a palace of glass. This object had previously been concealed from public view, and its beauty and artistic design captivated everybody. It is 27 feet high, contains four tons of crystal, and is a work of which its exhibitor may justly be proud. The four hands of the clock with which the Crystal Palace is decorated were approaching 12 when the faint huzzas of crowds outside announced that the Queen had arrived; the booming sound of a Royal salute was heard, and the Serpentine struck faintly on the ear, and then a loud flourish of trumpets told that Her Majesty had entered the building. She was conducted at once to the robing room, where she was already spoken. Thence, after a short pause, and attended by her Court, she proceeded between flower stands and tropical plants, past the Colerubdale gates, and the fountains and statuary with which that part of the edifice is adorned, to the throne in the centre. On her appearance the vast assemblage rose to welcome her, a burst of enthusiastic cheering broke forth from every side, ladies waved their handkerchiefs, gentlemen their hats, and the whole scene presented was one of unusual splendour. The sun, too, for a moment emerged from the envious clouds that for some time previously had dimmed his lustre, and a flood of light pouring in through the glittering dome of the transept illuminated this imposing spectacle of loyalty. When Her Majesty ascended the throne, the distinguished visitors of her Court, the organ of Messrs. Gray and Davison pealed forth the notes of the National Anthem, and the immense choir collected for the occasion accompanied the strain.

At the close of this prayer the choir joined in singing the Hallelujah Chorus and the effect of this performance may be estimated from the fact that the Chapel Royal, St. Paul's Cathedral, Westminster Abbey, and St. George's Chapel, Windsor, contributed their entire vocal strength, while there were also present pupils of the Royal Academy of Music, and the assembled multitudes, their feelings already elevated by the grandeur of the spectacle before them, listened with becoming reverence to the triumphant music of the great German composer.

Down to earth
From Mr Malcolm H. McLachlan
Sir, On a recent flight from New York to Bermuda on an American airline, I appeared to be the only passenger disconcerted when, as we were taxiing for take-off, the captain's voice was heard to announce: "Will all passengers please re-check that their seat belts are safely fastened, as we shall be in the air momentarily."

Fortunately, his command of the aeroplane exceeded that of the English language and we reached our destination safely.

Yours truly,

MALCOLM H. MCLACHLAN,
P.O. Box 225,
Hamilton 5,
Bermuda,
April 22.

THE TIMES
1785-1985

Euphoria on the way to Europe

From Richard Wigg in Madrid

Everything of importance in Spain's foreign policy has waited for years on the settling of the question of EEC membership. Without a new and permanent relationship with Europe Spain's own identity and place in the world remain uncertain.

Spain's problems all require solutions involving Europe. Señor Fernando Morán, the Foreign Minister, wrote in a book he published when in opposition in 1980. But he added, with characteristic subtlety: "This is not to say that the integration into Europe, and participating in its construction, are going to resolve all Spanish dilemmas."

In the euphoria provoked in late March by agreement on the framework of EEC entry conditions Señor Morán, whose patient negotiation in Brussels has made entry by next January a near-certainty, observed that Spain had spent seven centuries giving proof of its European identity while expelling the Moors.

The "dilemmas" of Spanish history, rooted in its geography, explain why Madrid's reactions to EEC entry have in recent weeks had so little to do with economics and so much with history and the national psychology.

If it cannot solve all of Spain's dilemmas, entry, Señor Morán argued in *A Foreign Policy for Spain*, would do something fundamental: anchor and reinforce the rational, modernizing, democratic elements in a more stable Spanish society.

Something of a signpost to the Socialist government's two-year negotiating effort, that book made three other main points. First, that joining was connected with a certain vision of Spain, not an accountant's sector-by-sector analysis of losses and gains. Second, no real alternative to joining existed: the 1970 agreement which granted tariff concessions to exports to the community while leaving import tariffs substantially intact, would not continue if the entry negotiations ended in failure. Third, France was Spain's "indispensable interlocutor" for gaining entry.

In one way a better deal than expected

In an almost forgotten speech in 1957 Franco signalled the end of his regime's futile battle for economic autarky with the words: "We must now go out and fight in the Common Market." In 1962 the regime actually sought full integration with the EEC, but despite formal negotiations beginning in July 1977, one month after the country's first free general elections in 40 years, agreement had proved elusive.

The all-but-final entry terms have produced for Spain a better than expected deal in fishing, especially when it is remembered that EEC policy was originally devised, in part, to ward off a future Spanish challenge.

With eight successive reduction of tariff barriers during the seven-year transitional period after accession, industry stands publicly committed to the deal by the Spanish Confederation of Employers' Organizations (CEOE). Spanish agriculture, notably lacking the trade-off much sought by Madrid and obliged to accept a transitional period which is three years longer than industry, faces the biggest changes.

The powerful citrus fruit exporters did not succeed in imposing their will on Señor Morán's negotiators in the short term. But the longer prospects in EEC markets look assured for Spain's competitive, modern and aggressive citrus fruit growers.

The low-productivity, high-cost small Spanish farmers, symbolized by the northern coastal belt dairymen, face a much more doubtful future, whatever the palliatives against competition devised for the transition period.

The euphoria in Spain and the welcoming noises from the capitals of the Ten notwithstanding, adoption will be difficult. Popular disenchantment will probably start with the introduction of value added tax.

There is little apparent logic in the argument that Spain and Portugal will be among the keenest advocates of greater European union in view of the burdens both bear of a fierce and suspicious nationalism exacerbated by previous authoritarian regimes.

The danger has been increased of a "two-speed" Europe, or one where the important decisions are taken by the powerful few. So has, greatly, the range of regional inequalities.

In spite of the high profile maintained by Señor Felipe González, the Prime Minister, throughout the entry negotiations, Señor Morán, a 59-year-old professional diplomat, novelist and veteran Socialist, seems assured a place in history as "the man who got Spain into Europe".

EEC membership also forms part of the ruling Socialist Party's grand design to win the next elections. As the negotiations dragged on, the government publicly conceded the link between joining the government and remaining in Nato, which is the central element in relations with the United States.

Señor González told parliament last October that he had come round to the view that Spain must stay in Nato's political organization but need not remain in its military structures. With this he wrung endorsement from the party congress last December but still has to fulfil the promise to obtain approval from the Spanish people by a referendum.

The government's initial relations with Washington went surprisingly smoothly, with the Americans preferring to see Señor González and his team as "young nationalists".

Señor González ceded a lot of ground to the Reagan Administration over Central America, where he identified naturally with Nicaragua. Although President Reagan is to visit Spain this month relations have become tense recently, Señor González insisting that nuclear weapons will not be allowed on Spanish soil and resisting joining CoCom, even though Spain belongs to Nato.

The promised referendum is inevitably another strain, seen by Washington as setting a dangerous precedent within Nato and yet requiring extreme restraint by the Americans if they are not to play straight into the hands of the Spanish communists and the anti-Nato left.

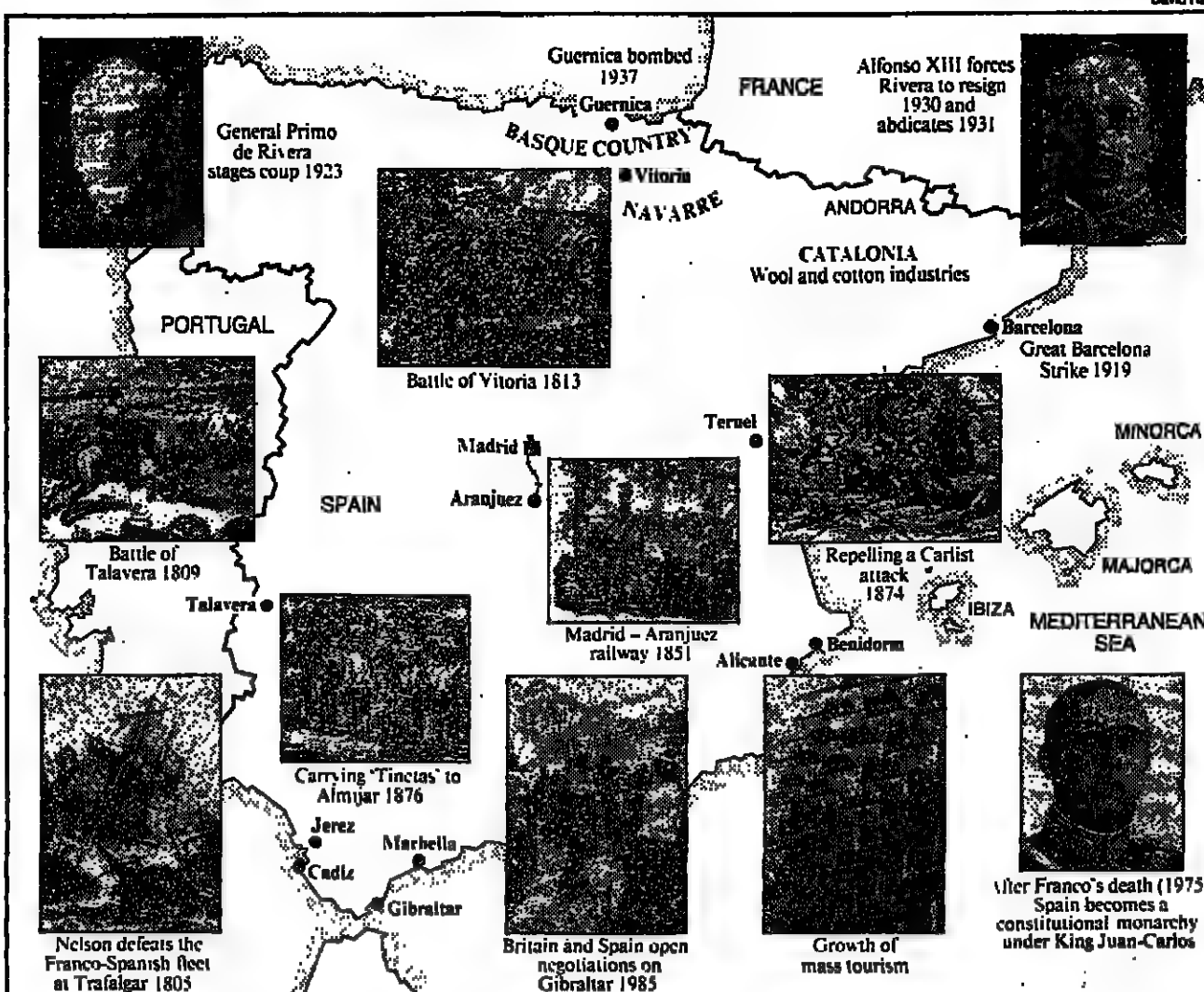
Spain's "special relationship" with Latin America is supposed to come into better focus by joining the EEC, though many Latin American governments have strong reservations about it. France and West Germany already have much stronger economic interests in that continent than Spain. North Africa now is a more important customer for Spanish businessmen.

Nowhere perhaps have the constraints of office been more obvious than towards North Africa. Señor Morán has passed from a detestation of King Hassan II of Morocco to insisting that the present regimes in North Africa must be upheld against the risks of Islamic fundamentalism reaching to Spain's southern shores.

Spain has tried to be even-handed between Algeria and Morocco, even after King Hassan's union with Colonel Gaddafi of Libya.

The contradiction has been maintained that Ceuta and Melilla, Spain's two colonial enclaves claimed by Morocco in North Africa, are "different", while simultaneously demanding the ending by Britain of the "last vestiges of colonialism" on the other side of the straits of Gibraltar.

This Bicentenary Special Report looks at Spanish life from the Napoleonic Wars to the EEC



A growing political role

By Felipe González, Prime Minister of Spain

There is no logic of history which allows us to foretell the future. Studies in futurology which were so popular 15 or 20 years ago were unable to pinpoint the kind of changes we have experienced. Between now and the year 2000 we are going to see important developments in the economic and moral order of Spanish society.

It is difficult to speak of what will be the eventual shape of our economy and our system of moral values; socialist policies imply preferences about economic and social organization as much as judgements on the priorities and the timing for implementing those policies.

Spain has progressed during the past 20 years from being essentially an agricultural society to becoming one of the 10 leading industrial democracies. The principles of social equity do not, I believe, have to lead to an inefficient economy. Competitiveness, the capacity to innovate and adapt to change are necessary in any modern society.

Employment levels, peoples' living standards, the elimination of poverty, better social services, greater equality of opportunity - all typical objectives of socialist policies - depend on a successful economy.

More influence from its international role

Spain is making a substantial effort to modernize production and I hope that by the year 2000 it will have increased its international role and influence as much economically as politically, within the European Economic Community, participating in a common effort to increase the weight of Europe on the world scene.

At the same time, because of the democratic changes which have occurred in Spain, and which are taking place in Latin America, the relationship between Spain and these other countries could undergo a number of major changes over the next 15 years.

The new international role of Spain should allow it to exercise greater influence in the formation of policies governing international collaboration to combat underdevelopment, poverty and dependence, so as to promote peace and the relaxation of tension. In my view, efforts of this kind are what makes a country respected in the international community.

A government's priorities do not depend solely upon its ideological position, but also upon the political situation in which it finds itself.

In Spain, the political priority has been to construct an advanced democratic system. The Socialist government has taken fundamental steps to alter relations between civilian power and the armed forces, to reform the judicial system and to create a civil service which is more efficient and decentralized.

We are advancing step by step in the building of a young and modern democracy, which, based on the principles of equity and justice, corresponds to the characteristics of Spanish society today.

There is no model of socialist society. I believe that socialism consists of a series of policies which lead to greater social justice and to a system of rights and freedoms enjoyed by citizens without discrimination. I am thinking, for instance, of rights and liberties in the field of education and public health.

I believe that policies which extend democracy into new areas of social life are socialist policies. I have in mind



Industrial relations. Socialist policies must be founded on moral ideals about social relationships, on an ethic based on human rights, because it is this which assures the liberty of the individual in the fullest sense. Faced by an unequal society, socialist policies work to secure equal rights for all citizens; not that all citizens are equal, but in order to eradicate unjustified privileges.

Citizens' rights and equality of opportunity are the objectives which determine the actions of the Spanish government; first, because it is a Socialist government, and second, in order to remedy the deficiencies in the

welfare state - pensions, public health and education. I believe that the identity of socialism cannot be bound by the past and I hold that too much haste and impatience harm socialist policies. In Spain's history we have paid a high price for ignoring the requirements of a gradualist approach in politics.

A country which has greater influence in the world, which is more competitive, while at the same time more humane and better educated: this is what I want Spain to be. A society in which liberty and justice are deeply rooted and which helps them put down roots elsewhere in the world.

The long road to close ties

Dr Johnson said it in the 18th century: There was no country, he thundered in one of his broad truths, less known to the rest of Europe than Spain. Almost from the day *The Times* first appeared, therefore, a promising story lay around; it took Trafalgar and the Peninsular War to send the news editors scurrying.

The Independence War - as the Spaniards, with characteristic pride, have always known it - laid the foundations for Britain's 19th-century interest in Spain politically and for catching up on what had been an important lacuna culturally.

Unlike Italy, Spain had never been on the 18th-century young English gentleman's grand tour. It was visited and written about by Englishmen in the 18th century but they were a few intrepid individuals.

There is something of abiding significance in all that. Relations and influence have moved far more easily and deeply both ways between Britain and Italy. Between

Britain and Spain it has been far more a matter of a few, often brilliant, individuals fascinated by each other's countries, trying to understand and capture the others' spirit.

With no grand tour, Spain's great 17th-century painters were discovered by Europe only with the romantic era. Reynolds' *Discourses*, a guide to English late 18th-century taste in painting, do not mention Velázquez, and the *Rokeby Venus*, one of the first Spanish masterpieces to reach England, arrived only in 1813, thanks to a shrewd Scottish art dealer's appreciation of the opportunities opened up by the turmoil of the war.

There were also problems of mutual comprehension. In *The Bible in Spain* George Borrow looks back when he reaches Gibraltar on "that fair and majestic land" but none the less imagines the Rock looking sternly down to denounce "the crimes" which deform Spanish history. The author of the most vivid account by an Englishman

of 19th-century Spain was very typical of his age: he was, after all, travelling on behalf of the British and Foreign Bible Society. He was fascinated by the country but moralizing about its history.

Some Englishmen were baffled by its people. No less a person than the Duke of Wellington once declared it was very difficult "to understand the Spaniard exactly".

Richard Ford knew well he was helping put Spain on his contemporaries' cultural map: his *Handbook for Travellers in Spain* (1845) includes much about the great painters. He called Spain "the most romantic and peculiar country of Europe", and, while reining the Spaniards' ways, he often criticized them.

The Iron Duke owed a great deal to the Spanish guerrillas fighting the occupying, and then retreating, French armies, but he quickly despaired of preparing his battle plans with them or

Continued on page 17

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SPAIN

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TO BE CONTINUED

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The long road to close ties

Continued from page 15

the Spanish generals. But the Duke also acted resolutely in Spain's favour when, manifestly losing the Peninsular War, the French canvassed restoring Ferdinand VII to the throne of a Spain which would stretch no further north than the River Ebro.

Wellington too expressed a dislike of Spanish extremism, typical of the English throughout the 19th century. He no more liked the Spanish liberals' Cadiz constitution of 1812 than Ferdinand's rejection of it when he got into the saddle.

England opposed the crushing of the constitutional monarchy by the Congress of Verona (1822), as advocated by France. England and France were to snarl at each other over Spanish affairs frequently during the century.

Juan Mendizábal, the liberal prime minister with whom Borrow had a meeting to try vainly to obtain permission to print and distribute the Bible in Spain, had come to his post after 12 years exiled in Britain. In those days the British ambassador in Madrid was a kingmaker, with the Queen Regent, María Christina, taking his "advice" and nominating Mendizábal.

A reactionary government subsequently banned the sale of the Bible, and Lord Palmerston, worried about Anglo-Spanish relations, sternly instructed British consuls in Spain not to help the Bible-pushers. Borrow spent, indignantly, some time in a Spanish jail, though he was aware that he was acquiring some good copy for future books.

The first Carlist wars (1833-39) attracted a British volunteer force to fight with the liberal armies, anticipating by 100 years the Britons who fought with the Republicans against Franco. General Juan Prim, the greatest of Spain's 19th-century liberal soldier-politicians and a major figure in the 1868 revolution which ended Isabel II's reign, had plotted while living in London, and left from Southampton to arrive in Cadiz via Gibraltar in a boat provided by Blands, the Liverpool shipping line.

After the ill-fated Amadeo of Savoy interlude, when Spaniards showed they would not copy an Italian-style constitutional monarchy, the restoration of 1874 ushered in a remarkable period of stability and an adaptation of England's

two-party system to Spain under the moderate prime minister Antonio Cánovas del Castillo (he is said to have known by heart all Gladstone's and Disraeli's major speeches). Britain helped Spain's economic development in the 19th century by supplying machinery to establish Catalonia's textile industry, exploit Spain's mines, and advance the sherry business — based on several families who had originally settled in Jerez after the 15th-century world rank.

Spain's Queen Regent vainly appealed to Queen Victoria before the armed conflict with the United States broke out in 1898, and Spain lost Cuba. However, in 1906 Spain had on the throne a King (Alfonso XIII) who was married to a granddaughter of Queen Victoria (Victoria Eugenia).

In their different ways, the two world wars brought Anglo-Spanish relations into sharp focus. Spain was neutral in the first and almost neutral in the second, non-belligerent under Hitler's pressure on the Franco regime in the second.

New framework for a changed society

The British Labour Party's victory in the 1945 election was received as a grim omen in Madrid, but Franco clung to power and did not make way for Don Juan. He survived to die in his bed 12 years later, and his regime reverted to an ultranationalist synonymism at various moments in Spain's history with anglophobia. It culminated in Gibraltar with the 1969 blockade.

Writing of Alfonso XIII, whom he gaily admired, in *Great Contemporaries* at the height of the Civil War, Churchill said: "May there not be many Spaniards who will wonder whether after all a limited monarchy and a parliamentary constitution mutually protecting each other were not worth some of the trouble to preserve or restore? May they not regard the reign of Alfonso XIII as a happy age — now gone if not for ever, at least for a generation?"

With the monarchy indeed restored under Don Juan, and democracy established in the first free elections in 1977, a profoundly changed Spanish society has been given a new political framework.

Richard Wigg

Business whirlwind that will make and break

Spain's entry into the EEC will mean boom or bust for many of its entrepreneurs, whether native or foreign, depending on how they adapt to the challenge.

Businessmen are being feverishly warned that they should find out what is in store for their sectors and brace themselves for the winds of competition which will sweep across the Pyrenees, perhaps as early as next January. Ministries are stepping up their help to industries they considered should get special attention, particularly those using or developing new technology.

While it is probably true that most Spanish businessmen are not prepared for the shock of membership, some are, and some sectors are in better shape than others. In addition, Spain enters with an advantage. Even before membership, its trade balance with the European Community is favourable.

Foreign investors will probably find it easier from now on to buy into Spanish industry. From the date of membership, Spain will assume EEC regulations on the transfer of capital, with a few exceptions. Project financing and technical assistance are already available to both Spanish and foreign businessmen operating in Spain. British investors have shown less interest in the possibilities than the French or Germans in recent years. The French led the list of foreign investors in 1983, the last year for which complete statistics are available. That year they contributed 18.9 per cent of the foreign capital invested, compared with the British share of 6.8 per cent.

In every year but one between 1979 and 1983 France put in at least 10 per cent of the total foreign investment, while Britain's average for the same

period was only slightly more than 8 per cent, and was less than that every year except 1981.

Spain's tariff walls will come tumbling down over a seven-year period; but 51 per cent of the tariff barriers against industrial imports will have been removed within three years of entry. Quotas will be applicable to certain products during all or part of the adaptation period. For example, 32,000, 36,000 and 40,000 cars may be imported in each of the first three years, with a 17.4 per cent tariff.

Other manufactured goods to get similar treatment in the first three years include tractors, colour television sets, sewing machines and firearms. Some textile products will be restricted for four years.

Car manufacturers are among Spain's leading exporters. Ford is the national export champion. Last year car manufacturers built nearly 1.2 million automobiles and nearly 147,000 industrial and farm vehicles. They exported 679,949 passenger cars or light vans, nearly 59 per cent of their total production. Most of those cars were sold in Europe.

Among the companies manufacturing in, and exporting from, Spain are (in addition to Ford): General Motors, Talbot-Peugeot, Volkswagen-Seat, Renault, Citroën and Nissan. In the popular small-car sector, Britain can compete only with imported cars, since it builds no cars in Spain. The same applies to the upper end of the market, but at present Rover and Jaguar prices are competitive. This will end when Spain becomes a member of the EEC.

As the EEC negotiators learnt belatedly during the bargaining, Spain has considerable industrial potential, although its



Car workers assemble Fords at a plant in Valencia

ability to threaten industry north of the Pyrenees has been pared away by a decade of recession.

In some industries, such as machine tools, Spain has lost its leading edge and will have to struggle to get it back. In others, such as aerospace, it is still striving to find a niche. In addition to the manufacture of components of foreign-designed aircraft, it is concentrating on the development of relatively low-priced workhorse aircraft, such as the Casa short-take-off-and-landing cargo planes, which are being sold throughout the world with some success.

In shipbuilding, both naval and commercial, Spain was once highly competitive but since the industry foundered in the late 1970s it has been going through a painful reconversion process.

Low labour costs have been an attraction for foreign investors to Spain, but that lure is fading. According to the Spanish Confederation of Metalworking Management Organizations (Confemetal), the average hourly industrial labour cost in Spain was less than half the corresponding figure for the United States in 1984, but the difference in productivity levels

was so great that the cost of labour represented only 84 per cent as much per unit of production as it did in Spain.

By the same yardstick, according to Confemetal, Spain's "cheap" labour force was more expensive last year than those of Japan, France, the Netherlands, Switzerland, Britain, Belgium and Austria.

To a great extent, technology is imported, and the situation is expected to remain that way in the foreseeable future. Successive Spanish governments and big businessmen have paid relatively little attention to the value of research and development. There are exciting exceptions, nevertheless.

Señor Julio Pinto Silva's "Eurotren Monoviga", a high-speed train of unconventional design with many potential advantages over standard railway systems, not the least of which are lower installation and operating costs, will be racing along its characteristic steel or concrete I-beam in many countries by the end of the century, provided the full-scale prototype to be mounted in Seville this year lives up to expectations.

Contracts for technological and industrial co-operation in the project have already been signed with SKF of Sweden and Mitsubishi Heavy Industries of Japan, and rights for the manufacture and sale of the system in the Far East are being negotiated. Señor Pinto Silva claims his rubber-tyred train will be safer and more efficient than conventional trains, and it will be able to climb gradients and take curves that no ordinary train can.

The Spanish authorities are also greatly interested in advanced technology from abroad. Evidence of such interest, which is centred on the

possibilities of increased employment and export revenue, is the contract signed recently by the Spanish national telephone company and A.T. and T. of the United States for the design and manufacture of integrated circuits, a contract expected to lead to sales of about \$300 million (about £240 million).

Spain was briefly in danger of losing this contract even after the signing, because of the Spanish government's initial reluctance to heed the US Administration's diplomatic urgings to impede the re-exportation of certain double-use technology to Russia or its allies. Only after it became clear in February that the A.T. and T. deal, among others, was in jeopardy, did the cabinet swallow its Spanish pride and agree to negotiate, signing the CoCom agreement and to talk directly to the US about the limits of restrictions on technology exports.

A company jointly owned by the Spanish telephone company and A.T. and T. will begin building its new factory this year, and production is scheduled to start in 1987. By 1991, the factory is expected to be in full production, producing 26 million circuits a year, with a staff of about 700. Of that staff, 150 will have been given valuable training in the US in the design and manufacture of integrated circuits. This elite cadre is seen as a nucleus for further technological expansion in Spain.

The new company is expected to attract other high-tech firms and to stimulate development in such fields as telecommunications, information systems, automation, consumer electronics, industrial electronics and defence.

Harry Debelius

Threats facing the Costa tourists

Spain has always had more than its fair share of pilgrims. In medieval times they came to worship at the tomb of St James at Santiago de Compostela, travelling from all over Europe to gather at the Tour St Jacques in Paris, the traditional starting point for the hazardous journey.

Today the pilgrims are of a different nature. Their gathering points are Lato and Gatwick, their destinations not the dusty church interiors of windy Galicia but the golden

sands and concrete hotels of the Spanish coastline. Mass tourism has transformed both the economy and the appearance of Spain.

The wealth it has created has been a crucial factor in changing Spain from one of Europe's poorest nations into the modern state of today.

At the same time it has left a visual and permanent blot on the landscape of a naturally attractive region, and, more by reputation than experience,

deterred individual travellers from a country which is rich in culture, cuisine and astonishingly varied architecture.

Spanish tourism is wholeheartedly dedicated to the mass market. Indeed, individual travellers wishing to find out more about the country through its tiny national tourist office in London will find the department understaffed and underfinanced, which seems strangely at odds with the fact that Britain is one of Spain's largest single sources of holidaymakers.

The success with which Spain has catered for the package holidaymaker may now give its tourism fortunes a rough time. The burgeoning Spanish economy has made the peseta one of Europe's strong currencies, moving from around 250 to the pound a year ago to about 210 today.

At the same time the currencies of three rival Mediterranean markets, Greece, Yugoslavia and Portugal, have softened against sterling. The result: price increases for 1985 of up to 30 per cent on Spanish

holidays and a virtual freeze elsewhere.

The switch away from Spain could now give Greece 21 per cent of the British market, compared with 13 per cent last year. Yugoslavia 9 per cent, compared with 4, and Portugal 6 per cent, against 3.

Spain's customary 50 per cent of the market seems certain to fall and has prompted a round of price cuts and advertising campaigns by the national tourist board and the country's largest hotel group, Sol, which is swift to point out that this year's increases are the first real price rises in three years.

These setbacks have been compounded by reports of increased muggings in Spanish resorts, the murder of two British holidaymakers last year and the threat by ETA, the Basque separatist organization, to carry out sabotage along the Mediterranean coast. Nowhere are they felt more than in Majorca, the country's single most popular holiday destination. Majorca encompasses much of what is good and bad about Spanish

VISITORS TO SPAIN				
Country of origin	1982	1983	1984	1985
France	10,871,872	10,326,166	9,381,673	8,351,752
Portugal	9,234,507	8,465,504	8,155,512	6,026,512
Britain	4,550,438	5,188,296	4,970,180	5,250,065
West Germany	4,777,817	811,543	935,886	
United States	758,263	811,543	935,886	
Total	42,011,141	41,823,334	42,931,210	

Source: Ministry of Tourism

holidays: it has a string of ugly, if popular, concrete resorts which are now being replanned to bring in new parks and open spaces. But outside the tourist areas it also has much untouched, attractive and little-visited scenery, and the capital, Palma, boasts a wealth of interesting shops, galleries and restaurants.

A strong peseta worries the local tourist trade more than security problems. "The currency factor will affect us," Señor Antonio Munar, director general of the Balearic Tourist Board, says. "Most probably this year we will have no increase in British tourism. In 1984 we had 14 per cent more than in 1983, which represented an increase of 177,000 holidaymakers from Britain alone."

"The effects of the bad publicity has been very negative. Obviously people can talk about

muggings or stolen goods but people must realize that in the Balearics alone we receive about two million Britons and the majority return safe and happy to their homes. But we have made three major moves — more policemen around, though we don't want to become a police state, more activity in the courts, and we have opened a new prison for young offenders."

Most sections of the travel industry expect Spanish bookings to pick up during the summer, as alternative destinations become full. In the long term, as holiday makers who turn away from Spain to experiment with other countries will find out, there is no other country with such experience of the package tour market, and so many hotels to fill in catering for it.

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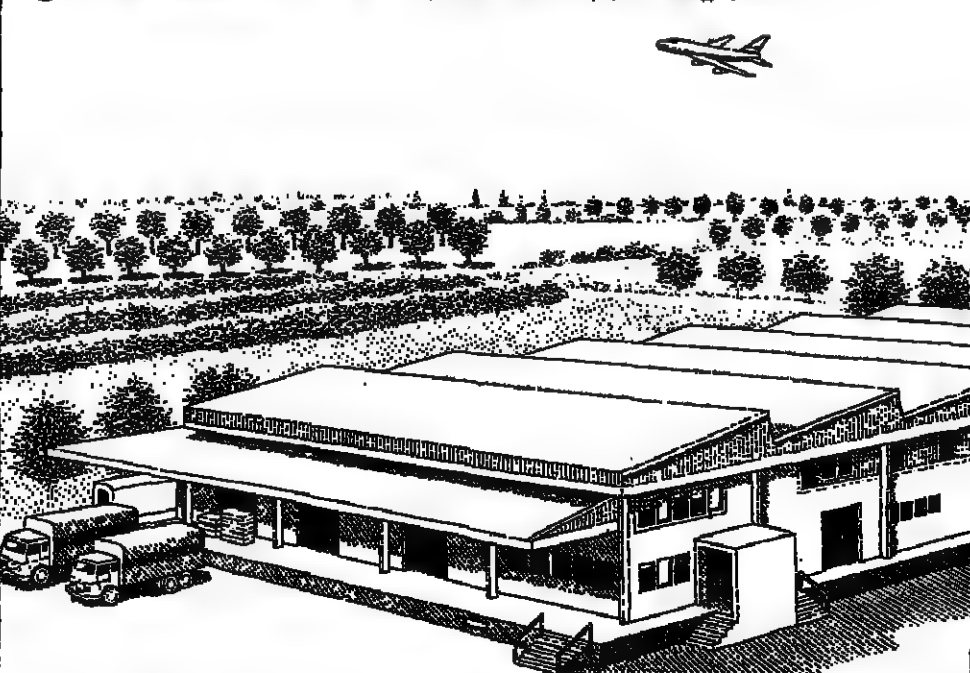
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Soldiers waiting for their orders

As a political force, the army has ceased to count in Spain, but it is still a political problem for the present Socialist government of Señor Felipe González. The government's ambiguous attitude towards membership of Nato continues to affect morale already gravely shaken by the failed *Putsch* of February 23, 1981.

Although these are separate issues, they tend to coalesce in the minds of the officer corps.

Contrary to received opinion, the attempted coup four years ago was not a *coup d'état* but rather a *coup de force*. The army had no intention of taking over the government, but rather of forcing King Juan Carlos to suspend constitutional rule, with army backing, for a limited period, so that various problems, especially terrorism, could be brought under control without allowing the civilian politicians to continue, as the king saw it, to make a mess of things. In other words, it was to be a temporary takeover on the Turkish model.

The *golpes* were convinced that the king was on their side and that he would reveal his commitment once they had faced him with the accomplished fact of seizure of the Cortes and of Valencia (and other areas). Instead, the king emerged as a determined defender of Spain's fledgling democracy, and the main plotters, Lieutenant-Colonel Tejero and Lieutenant-General Milans del Bosch, are still behind bars. Indeed, their sentences were increased in April 1983 on appeal to the Supreme Court.

In the immediate aftermath, the prevailing view in the senior ranks of the army was that the *golpes* were not motivated by personal ambition but were men of honour whose main concern was to save the king. This, however, was scarcely an argument which the successor government was likely to espouse.

Two years ago, Señor Narcis Serra, defence minister in the newly elected Socialist government, announced plans to reduce the size of the army by 90,000 and national service from 15 months to 12. The officer corps was to be cut by 25 per cent.

Though not a man with a taste for confrontation, Señor Serra is now going still further. He has approved a plan to reduce the officer corps by a further 8 per cent, that is by one-third in all, and to streamline the structure of the military



Anti-guerrilla training: Members of the Guardia Civil learn methods of countering terrorists

regions. Although the military budget is to be increased, the extra money will go on modernization of weapons and equipment, while the number of units will be cut by half. Moreover, the curriculum of the military academies is to be overhauled.

All this has created an atmosphere of muted resentment within the army, directed not so much at the government as at the king (as some officers see it) allowing the government to get away with it. In the immediate future, nothing is likely to come of this resentful mood: it might become significant but only in the event of a serious social and economic crisis. The sense of frustration within the military is said to have been exacerbated by the fortuitous circumstance that Señor Serra has "not even done military service".

There remain two delicate matters. One concerns a small group of the so-called *húmedos* (wet), members of the leftish *Unión Militar Española* (UME) who plotted against Franco in the last phase of the dictatorship and were cashiered.

Although later pardoned, they have been denied their request to be reintegrated into the army, mainly because of fierce opposition from the officer corps. Their case poses a problem for the government, not least because of its known desire, when the situation is ripe, to pardon the 1981 plotters as well. At present, the official view is that the situation is not ripe for such an act of indulgence.

The Nato issue is of the government's own making, or

more precisely, of the Socialist Party's. When the Socialists came to power in October 1982, Spain had already joined the alliance. The party (PSOE) had fought the elections with a promise to refer the question to the people in a referendum. Since then, the government has dithered. In effect wanting to have it both ways by continuing to be part of Nato while avoiding any military obligations to the alliance.

Thus Spain declined to take part in the 1983 Nato exercise (code-named Wintex-Cimex 83) organized by Nato headquarters in Brussels. The exercise should have been of great interest to Spain, which was kept ignorant of West European defence plans during the long years of General

Francisco's regime. Spanish military and diplomatic observers were indeed present, but the Spanish forces were denied the practical experience of full participation.

A few weeks later, on March 22 and 23, the Spanish government decided not to take part in the regular session of Nato's nuclear planning group, at ministerial level, held at Villamora in the Algarve.

The party leader and prime minister, Felipe González, probably favours full Spanish participation in the alliance, but is up against the pacifists in his party, as well as his electoral commitment to a referendum.

Señor González clearly finds it difficult, or even impossible, to opt out of his electoral

SPAIN'S ARMED FORCES	
Total armed forces	330,000 (214,000 conscripts)
Military service	15 months
ARMY	
240,000 (170,000 conscripts); to reduce to 195,000 by 1987	
Deployment:	
Guinea/Melilla	19,000
Balearic Islands	5,800
Canary Islands	18,000
NAVY	
57,000 including marines (44,000 conscripts)	
Air	
Sea	
Marines	11,000
Base	
El Ferrol (Galicia), Cadix (San Fernando), Rota, Cartagena	
33,000	
215 combat aircraft	
1,085,000 (all services)	
RESERVES	
Guardia Civil 83,500	
PARA-MILITARY FORCES	
Policia Nacional 47,000	
Maritime Surveillance Force; about 54 patrol boats	

Sources: Military Balance 1984-85, International Institute for Strategic Studies

Dynamic Press takes its place in the establishment

Spain's peaceful transition from dictatorship to democracy would have been impossible without a free press which gave first to inform and then help citizens judge for themselves.

For this to happen a generation break was probably indispensable, bringing with it a new style of journalism and dynamic proprietors prepared to challenge those who had learned to work under the Franco regime.

Today the Press is dominated by the two publications, *Cambio 16*, the weekly news magazine, and *El País*, the Madrid and Barcelona daily, which most successfully put through that change. Now they are very much part of the establishment and are competing to enter commercial television and so break down the last major vestiges of the Franco regime in the communications field. The state's television monopoly, *Radio Televisión Española* (RTE), allows Spaniards a choice of only two channels, plus the barely tolerated single channel each for Catalonia (TV-3) and the Basque country (Telebista).

The pioneering role of *Cambio 16* (which means change in Spanish) is part of the history of that transition. It started in 1971, when Franco still had four years to live, with a group of 16 founder shareholders (journalists, average age 32, headed by Juan Tomás de Salas, who had trained on *The Economist*).

It was frequently censored, and on several occasions for several weeks by the information ministry. It could not report at all the assassination by ETA, the Basque separatist group, of Admiral Carrero Blanco, Franco's prime minister, only a few blocks away from its offices. Portugal's 1974 "Revolution of the Carnations" launched it into effective political reporting, and by the summer of 1976 it was selling half a million copies a week.

El País, the centre-left daily which José Ortega y Gasset, son of the philosopher José Ortega y Gasset, had wanted to bring out, was blocked by the dying regime and did not reach its first readers until May 1976. Today it dominates the Press scene, read by Cabinet ministers and opponents of the Socialist government alike each morning to find out what has happened

or what is about to break over the country.

With a population of 38 million, Spain has one of the lowest circulation and readership figures among western industrialized nations only three million newspapers are sold daily, with an estimated aggregate of nine million readers.

This helps explain why the success of *El País* and *Cambio 16*, *Cambio*'s less successful daily stablemate, has meant a shake-up among existing titles, both national and provincial.

ABC, the monarchist Madrid daily which was apparently well placed with the advent of democracy to become Spain's leading conservative newspaper, fought but steadily lost ground to *El País* under its business leadership of Jesús e Polanco.

Today, edited by Luis María Anson, who resigned as chief executive of Efe, its state news agency, the day after the Socialists won power, *ABC* delights in portraying everything under socialism as the worst in the worst of possible worlds. However in Antonio Fernández-Cid it paper has Spain's best music critic.

RTVE has proved one of the greatest disappointments of the transition. Under Franco, as under the Centre Democrats and now under the Socialists, new teams of television journalists have persistently tried, and failed, to break the bad old traditions of political subservience. RTVE is mediocre in its arts and entertainment programmes.

Felipe González, the prime minister, has promised to legalise private television before next year's general elections, but seems in no great hurry to get the bill through parliament. Some suspect the prospect of a choice of TV by 1987 is judged sufficient to help win those elections, and the state monopoly will go on being exploited by the party in power during the campaigning.

Several newspaper groups are vying bitterly to get the franchise, hoping the advertising revenues will help finance the switchover to the new technology.

The already very prosperous *El País* has apparently stolen a march on its rivals. It has bought a 25 per cent stake in SER, Spain's most successful radio chain. This looks like having laid the basis for Spain's new independent television network.

The rival companies owning *Cambio 16* and *La Vanguardia* have angrily denounced the connivance of the Socialist government in letting the coup by *El País* go through.

its often tempted. Madrid governments to shut it down, but both papers have survived out of government respect for press freedom.

The narrow social base of Spain's Press is emphasized by the absence of any mass popular dailies. There is, however, a devoted exclusively to sport; and there are the pictorial and women's weeklies, headed by the immensely successful *Hola*.

Hence the importance of advertising. RTVE, started in 1956 by the Franco regime with a succession of directors, including Adolfo Suárez before he became prime minister, draws massive audiences, over ten million viewers (including those in bars) for major football matches, and is financed partly by advertising (there are no TV licences in Spain).

Richard Wigg

CIRCULATION OF SPAIN'S LEADING DAILIES (1983)	
<i>El País</i> (Centre-left)	340,900
<i>La Vanguardia</i> (Conservative)	193,500
<i>ABC</i> (Right-wing)	145,500
<i>Diario 16</i> (Liberal)	129,800
<i>Ya</i> (Catholic)	104,800

The Church bides its time as social reforms emerge

Historically, the Roman Catholic Church in Spain has remained close to the people, often far closer and more influential than any political regime. It helped greatly to underpin the transition to democracy. But today it is a good deal less clear whether it is not acting as a brake to changes desired by a majority of the Spanish people.

The Spanish bishops are evidently reacting to the winds they believe to be prevailing in the Vatican and conservative foreign politics. These men forgive local church leaders for not backing an Italian-style Christian Democrat party after Franco's death and now clearly believe they have an excellent opportunity, with the church's approval, to exploit the Socialist government's mounting frustration that important aspects of its social reform programme are being held up.

Spanish society has undergone modernization to a remarkable degree, but vestiges of a corporative spirit from the Franco decades survive to show that society still has to become fully democratic in the west European sense. Lawyers and judges doctors and airline pilots, are among the most obvious groups still seeking to impose their will as to how the rest of society should live.

Well before Franco died in November 1975 Spanish society had moved ahead of the regime. Politics, the aspect of Spanish society most noted abroad, was the last to change. Technocracy, belonging to Opus Dei, held increasing sway in government, finance and business.

But against that elitist and secretive power group, apparently the logical modern development of "Eternal Spain", the lives of working-class and middle-class Spaniards evolved by other routes.

In this process the mainstream was represented by the body of the Catholic Church, the rank-and-file priests, who were in growing difficulties with

the regime, many of the bishops, and the laity.

The Second Vatican Council (1962-65) was of crucial importance, giving strength to the Spanish Church to break with the right-wing "National Catholicism" which derived directly from endorsing Franco's "crusade" in the Civil War against the godless Second Republic.

The symbolic break came in 1971 when a national assembly of bishops and clergy sought public pardon for the Church's role in the Civil War.

The dominant figure in this distancing of the Church from the dying regime was Cardinal Enrique Vicente Tarancón, the now retired Archbishop of Madrid and former chairman of the Spanish bishops' conference. He once declared his dislike for politicians "who take Communion daily".

In the critical period when political parties were first forming, Cardinal Tarancón refused to give the Church's backing for an Italian-style Christian Democrat Party in Spain.

Helped by the Vatican of those days, the cardinal laid (from the Church's side) the foundations of a peculiarly Spanish separation of church and state in the 1978 democratic constitution.

Under article 16 the public authorities pledged themselves to respect the religious sentiments of Spanish society and to co-operate with the Catholic Church. Under the Centre Democratic governments (1977-82) and now under the Socialists that pledge has been implemented in a way which is unique in contemporary Western Europe.

Thus enshrined, the Catholic Church's presence has been felt in three key social changes requiring legislation - divorce, abortion, and educational reform.

Señor Maravall's reforms aim to assert state control over the £500 million subsidies that Church-run primary and sec-

ondary schools will receive this year and to correct the imbalance between the rural and urban opportunities for pain's schoolchildren.

Obeying the public instructions by the Pope on two visits to Spain to ensure Catholic parents' freedom of choice in education, the bishops endorsed a street demonstration in Madrid last November by an estimated million urban middle-class parents against the Maravall bill.

The minister's strong-willed attempt to get some of its provisions implemented by decree has met with stiff resistance from Spain's Supreme Court, which upheld an appeal by Catholic parents' associations backed by private school proprietors.

Señor Maravall's difficulties have a parallel with those which Señor Ernest Lluch, his colleague as health minister, has encountered in his battle against the entrenched interests of Spanish doctors, built up under the Franco regime.

Richard Wigg

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The Spanish family

Average size of family: 3.5 persons

Average wage-earner supports: 3.5 persons (including himself)

Percentage of income spent on food and drink: 30.8

on housing: 18.8

on entertainment: 1.6

on education: 2.1

Percentage of families buying or owning their own homes: 89.1

Percentage of households with at least one car: 49.8

with washing machine: 78.5

with refrigerator: 96.7

with television set: 96.4

Black and white, 72

Colour, 26.5

MORTGAGES are generally available, in contrast to the situation only 10 years ago. Banks or savings institutions offer up to 70 per cent of the value of the property, repayable in up to 20 years. Mortgage interest rates range as high as 18.5 per cent, although some are lower.

HOLIDAYS Most employers give at least one full month's holiday a year. Most Spaniards holiday in Spain, but exact statistics are not available. 14.2 million Spaniards (out of the total population of 37.7 million (1981 census)) left Spain in 1983, and an almost equal number returned, excluding Canary Islands.

Sources: National Statistical Institute, General Media Study and others. Research by Harry Deblais

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The angry workers who held Franco

Early in 1936 a general election in Spain created a "popular front" government composed of a coalition of left-wing and republican parties. It was an unstable combination ranging from revolutionary socialists to bourgeois liberals. But they had common enemies: the Church, the army and the great rural landlords. And they were bitterly opposed to any return to the old dictatorship of the old monarchy. They had in common a militant secularism.

Their opponents were also greatly divided: the army, the Church and monarchists had different interests, and both the republicans and the traditionalists had their greatest power and organization in disparate regions and provinces rather than nationally.

The new government was bold and provocative more than prudent. It made many mistakes and tried to move too quickly in an almost impossible situation.

On July 17, 1936, the army, or rather a cabal of generals, rebelled. Their forces, notably including columns of Moors led by a General Franco, marched on Madrid. Most observers expected a quick, easy victory.

As Franco and Britain looked at Spain, it seemed to be half Europe and half South America: a pattern of Hispanic politics in which wildly different time-scales seemed to mix together on both sides, rather than simply defining the sides.

The government, more from desperation than conviction, armed factory workers and unions, and angry civilian militias halted Franco's professionally cautious soldiers.

The Civil War thus began with a traditional attempt at a coup d'état which unexpectedly incited popular revolutionary fervour but in defence of the elected, constitutional government. And this fervour from the left and the republicans stirred up, in turn, ideological fervour among the previously disparate elements opposed to the Republic.

Legends grew that communism or fascism caused the war. In fact both were products of the bitterness of the war. And the strength of each in Spain grew almost entirely from outside intervention. By channeling their aid through General Franco, the German and Italian governments more or less unified the right. The Soviet government channelled its smaller aid through minority communist ministers in the

wartime coalition, and gave what unity there was to the left. Britain was bitterly divided by the Civil War. But the bitterness was not caused by the brave few who went and fought, nor all those hundreds and thousands of others who might have gone: it was generated by the issue of non-intervention.

British official opinion generally disavoured the Republic on the sound old Tory, rather than ideological, grounds that it appeared unstable. Official opinion bore down on the French, then desperate not to antagonize the British Government because of their fear of possible German aggression or revenge. So the British and French governments set the example of banning military aid to either side in Spain, despite treaty obligations and the clear legitimacy of the Madrid government in international law.

The other great powers appeared to agree, but then Germany and Italy invented volunteers: a highly organised way with ultra-modern war equipment. Stalin retaliated, not that Spain loomed large in his calculations - but checking Germany's bid. The scanty Russian supplies strengthened conservative and official opinion in Spain - though the concern was always greater than the product - but that the best book about the war itself is by an Englishman, Hugh Thomas, as is the best account of its origins, Gerald Brenan's *Spanish Labyrinth*; and the greatest histories of modern Spain is Raymond Carr.

The most bitter disputes were on this issue. The numbers who went to fight were relatively small and if the Spanish Republic could have been saved it would have been by British or French domestic politics overthrowing what became the one-sided farce of non-intervention. The Spanish government had the money to buy arms and had the majority of the people on its side. And, as so often, militias proved more than a match for

professional soldiers, so long as they had arms and ammunition.

Most of the foreign military observers were interested in the German experiments with terror bombing. Guernica became a legend but they didn't seem to notice that the terror bombing of Madrid itself failed to shatter the morale of the civilian population: the deliberate targeting of cities rather than fortifications angered them.

Pessimistic miscalculations were made in Whitehall about the defencelessness of cities to the bomber which almost certainly strengthened the hands of the appeasers. Imaginative writers caught and spread this fear. George Orwell as Jeremiah cheered himself up in his two immediate pre-war novels with the thought that the whole rotten system would collapse after a few bombs.

More profound observers, like Tom Wintringham, then a communist staff officer with the International Brigade, reassured the lessons of Machiavelli, Gustavus Adolphus, Washington and Danton about what a patriotic, popular army could do if it adopted the right tactics. Britain was uniquely stirred by the Civil War. Some small sign of this may be not merely the concern of literary writers about Spain - though the concern was always greater than the product - but that the best book about the war itself is by an Englishman, Hugh Thomas, as is the best account of its origins, Gerald Brenan's *Spanish Labyrinth*; and the greatest histories of modern Spain is Raymond Carr.

Bernard Crick

The author is Professor Emeritus of Politics, Birkbeck College, London, author of *George Orwell: A Life*

Towards the end of the Peninsular War, Wellington sent a staff officer to buy forage from the estate of a Spanish nobleman. The officer returned empty-handed. The Spaniard, a proud and touchy man, had demanded a deep bow from the British officer who, equally proud and touchy, had refused to comply. It was generally agreed by the British that the staff officer had behaved correctly, yet the forage was still needed and so Wellington went to see the Spanish aristocrat himself.

Two hours later the forage carts began rolling into the British lines. Wellington was asked how he had secured the supplies without loss of face. "Oh," he said casually, "I just bobbed down."

Such pride and politics characterize the Anglo-Spanish alliance of the Peninsular War. That alliance, with willing Portuguese help, grievously wounded Napoleon's ambitions and liberated Spain, yet to this day neither side fully acknowledges the contribution of the other.

Tales of Spanish inefficiency became the common British memory of the partnership - such as that of General Cuesta, who in his lavish travelling coach and claiming his army was too tired to fight at Talavera. It is a mocking story, sadly true: just one of a battery of complaints about Spanish generals.

"Nothing will answer," Wellington wrote of those generals, "excepting to fight great battles in the plains in which their defeat is certain." The truth of his assertion was painfully and finally admitted by the Spaniards when they appointed Wellington as the *Generalissimo* of their armies.

Spain, a proud country and centre of a global empire, had given supreme command to a British Protestant. He might have been Europe's best general, but the appointment hurt. Nor did the appointment do Wellington much good. The Cortes often ignored Wellington and gave him no freedom to promote efficient Spanish officers. He was formally rewarded with a Spanish title and a lavish estate, but never with trust.

Spanish suspicions never faded. In 1813, with the Battle of Vitoria won, Wellington was on the brink of carrying the war into France. His troops, in an horrific battle, carried the fortress of San Sebastian. Afterwards, in a welter of street-fighting, most of the harbour town was razed by fire. The Spaniards accused him then, and the accusation lingers, of deliberately destroying the town because, before the wars, it had traded with France instead of Britain. Wellington, with his

When Wellington bowed for forage

devastating logic, pointed out that if he had wished to destroy San Sebastian he would have done the job far more cheaply and efficiently, but not even the truth could soothe the sensitive, proud nerves of Spain.

In the end the politic Wellington himself sounds patronizing. At San Marcial, in 1813, a Spanish general sent for reinforcements which Wellington, seeing that the French were beaten, refused to send. "Poor devils," Wellington said of the Spanish troops, "they never won a battle, but I made them win one at San Marcial."

Perhaps no alliance can survive words as harsh as that, or words as unfair. Man for man the Spanish soldier was as good as any in Europe. In 1808, and without British help, Spanish troops forced the surrender of a French corps at Bailén. At Vitoria it was Spanish infantry, under Spanish officers, who forced the crossing of the Zadorra to cut the French retreat.

British victories would never have been won without the guerrillas, the men who fought the "little war", the guerrilla. It was a war of terror and reprisal, of small actions and great heroism. In 1810, when Masséna commanded a field army of 125,000 men, he could only spare 67,000 to fight the Anglo-Portuguese army at Busaco -

the rest were tied down by guerrillas, and that is a measure of the Spanish contribution to the alliance.

Some British troops sneered at Spain's religion. Wellington had to apologise for a mock religious procession in which British officers pretended to be Catholic priests and carried ration-bags instead of the host. Wellington's precautions against troops looting churches (or homes) were savage and generally effective, yet enough church and cathedral were defamed for the religious rab to hurt.

Maybe even more hurtful was the number of girls who, seduced by the romance of a fine fellow in a uniform, marched off with the troops. Being liberated and cuckolded at the same time does not make for lasting friendship.

Today the partnership is hardly remembered. On battlefield after battlefield I found memorials ignored, eroded, or missing altogether. Some, grander, ascribe British victories to Spanish generals. Pride again. Yet at Vitoria there is a splendid, noble and generous statue to Wellington's men. Nowhere, I think, do we British remember the terrible suffering of the Spanish people and of their resistance that made Wellington's victories possible.

The alliance was a forced marriage, born of necessity and scored by pride, yet in the end there were enough men, on both sides, who knew when to bob down.

Bernard Cornwell

Author of the *Sharpe* novels, the adventures of a rifle officer in the Peninsular War.

Cardiff, loading provisions for government forces in the Civil War and, right, fighting in Spain



APRIL 25 1937 (BOMBING OF GUERNICA)

On April 26, 1937 Guernica was destroyed by German-made bombers and fighters in one of the most infamous actions of the Civil War. George Lowther Storer (1909-44). The Times correspondent reported from the ruined town on the following day.

At 2am to-day when I visited the town the whole of it was a horrible sight, flaming from end to end. The reflection of the flames could be seen in the clouds of smoke above the mountains from 10 miles away. Throughout the night houses were falling until the streets became long heaps of impenetrable debris. Many of the civilian survivors took the long trek from Guernica to Bilbao in antique solid-wheeled Basque farm-carts drawn by oxen. Carts piled high with such household possessions as could be saved from the conflagration clogged the roads all night. Other survivors were evacuated in Government lorries, but many were forced to remain round the burning town.



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Jaime Peribañez, Managing Director - General Manager of MAJORICA, S.A., has

stated that the technical project of the plant is being developed at top speed to get its construction under way as soon as possible, and that the Chinese government has given the company all types of facilities to ensure the success of this plant. MAJORICA, with its advanced and aggressive marketing policy, has thus taken its place among the leading international companies.

Mr Peribañez considers the outlook for this agreement to be promising, in view of China's potential market and the reliability, hardworking spirit and will to achieve technological development of the Chinese people.

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THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright on a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

No.	Company	Price	Dividend	Yield
1	Electricals			
2	British Telecom			
3	British Airways			
4	British Petroleum			
5	British Overseas Airways			
6	British Airways			
7	British Airways			
8	British Airways			
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Weekend Dividend	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
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1985 High Low Price Dividend Yield

SHORTS (Under Five Years)

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1985 High Low Price Dividend Yield

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STOCK EXCHANGE PRICES

Strong market

ACCOUNT DAYS: Dealings Began, April 29. Dealings End, May 10. Contango Day, May 13. Settlement Day, May 20. Forward bargains are permitted on two previous days.

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FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Lloyds is first to tap floating Euronote

Lloyds Bank has scored quite a triumph with its \$600 million (£490 million) perpetual floating rate Euronote. The issue is the first to meet the Bank of England's stringent new requirements for what can count as a bank's primary capital. Its initial success - it was increased from \$400 million and was trading above par in the grey market ahead of the issue yesterday - will have left smiles on a number of faces.

At the Bank of England, it is seen as a full vindication of the stance the supervisors adopted in the paper issued last year on bank capital. That paper provoked an angry response from some clearing bankers who argued that it would be nigh impossible to issue marketable perpetual debt in line with the Bank of England's requirements at a reasonable price.

There was also much grumbling about the additional restrictions on conventional subordinated debt issues. In the light of the Lloyds Bank issue and the recent \$400 million floater from NatWest, the banks' grumbles look rather lame.

Devising a viable perpetual floater to satisfy the Bank of England has not been an easy task. But there is nothing the Euronote markets enjoy more than the challenge of creating another re-referenced instrument and Lloyds Bank's merchant banking group will be well pleased that it has come up with a formula ahead of the competition.

Midland Bank, which has also announced its intention of raising capital with a perpetual floater, will be studying the Lloyds issue closely with Samuel Montagu, its merchant banking arm, and it would not be surprising if Midland comes out with something before long.

For Lloyds Bank, the issue means that it is raising good quality capital or quasi-equity relatively cheaply. It is paying a spread of 25 points over six months London interbank offered rate (Libor), or slightly more, taking account of fees. This is certainly more expensive than raising ordinary debt but if it had chosen to issue preference shares, it would have had to pay about 400 basis points.

The key point about the issue which allows it to be counted as primary capital is that in the event of Lloyds Bank being liquidated the noteholders will be treated as preference shareholders. This would happen the day before liquidation proceedings started.

The formula is not exactly what the Bank of England envisaged but the Bank is satisfied it meets the overall aim which is that the capital should be available to

meet losses while leaving an institution still able to trade.

One interesting aspect is that, on practical grounds, Lloyds has had to go ahead with the issue before consulting shareholders who will have to sanction the creation of a new class of preference shares at an extraordinary meeting.

They are not likely to object. The extra capital will leave Lloyds the best capitalized among the big four in terms of free capital. Market gossip yesterday was suggesting it might spend some of the money on buying Mercury Securities.

Market report, page 23

Borrie blows cool on Insolvency Bill

Sir Gordon Borrie, the Director General of Fair Trading, makes a tantalizing entry into the debate over the Insolvency Bill in his annual report to Parliament. Few and certainly none at the Department of Trade and Industry, would gain any proposition that "legislation is urgently needed to protect the consumer against the situation where a company goes cold-bloodedly into liquidation, leaving its customers at the tail-end of the creditors' queue, but reappears - sometimes within weeks - to recommence trading under a new name".

The Bill never attempted to improve directly the lot of consumers who had put down deposits with companies that went to the wall before supplying. But there was some indirect remedy from the harsher treatment of directors of companies that went into compulsory liquidation.

The overturning of automatic disqualification in the Lords, which the Government will not try to reverse in the Commons, undermines this sideways aid. Alex Flecher, the minister responsible for the Bill, would argue that the duty of liquidators to report "unfit" directors for possible disqualification plus the tidied-up provision to suspend limited liability for wrongful trading, would cover this abuse, especially as they apply both to compulsory and voluntary liquidations.

Sceptics will, however, fear that these provisions require a burden of proven guilt that will let most cowboys off the hook, as it has under the existing law. It is certainly true that the consumer lobby, somewhat neglected in the original Bill, has been further pushed into the background in the amended Bill now before the Commons. So it is hard to argue with Sir Gordon's tentative conclusion that "I am not sure the Insolvency Bill goes far enough".

Closing the SSAP 16 account

To the relief of all those who have suffered at the hands of the accountancy profession's inability to solve the problems of how companies should account for inflation, SSAP 16, the current cost accounting, is on the way to being relieved of its mandatory compliance status. Largely at the instigation of the Stock Exchange, which is fed up with present uncertainty, the council of the English Institute of Chartered Accountants was forced to discuss SSAP 16's withdrawal yesterday.

The Stock Exchange, and others, are worried on two counts. First, the increasing number of companies which ignore SSAP 16, has rendered monitoring of compliance by the Stock Exchange, futile, frustrating and time consuming. Second, companies which are seeking a listing are required to have produced SSAP 16 based accounts for two years previously, yet they very rarely have any intention of carrying on the practice once a quote is obtained.

Regulations being what they are, there is no easy way round the problem while SSAP 16 formally remains on the

accountancy profession's statute books. Although it is widely accepted that SSAP 16 is effectively defunct the profession has left it in place while it wrestles with the problem of finding a more appropriate method of dealing with inflation accounting.

It is a ludicrous state of affairs but it now seems that the end is in sight. Although the English ICA discussed recommending total withdrawal, the suggestion was rejected. Instead a subtle change will be proposed to the terms of compliance which in effect will say that although SSAP 16 remains it will no longer be necessary for companies to comply with it. A mysterious approach. But this is the way in which the profession has worked whenever inflation accounting is up for discussion.

The proposal still has to receive the backing of the other main accountancy bodies and the Accounting Standards Committee but hopefully it will be only a matter of time before an element of clarification is introduced into this confusing debate.

Rothschild management buyout

By Our City Staff

Mr Jacob Rothschild yesterday took further steps to tidy J. Rothschild Holdings in the wake of the decision to sell the merchant bank Charterhouse Japhet. He also announced a second interim dividend of 3p.

The management of J. Rothschild Charterhouse Management, led by Mr Richard Thornton, is to buy JRH's 60 per cent stake in the firm for £1.3 million and the firm will be renamed Thornton & Co. It will continue to manage the Charterhouse J. Rothschild Pacific Investment Trust, which will also be renamed so as to exclude the words "Charterhouse J. Rothschild".

JRH is also to sell its 50 per cent stake in Nikko-Charterhouse J. Rothschild Capital Management to the Japan-based Nikko Securities for US\$500,000 (£410,000).

The deals are subject to shareholders' approval.

Pound falls

The pound fell 1.85 cents to \$1.2330 as firmer US interest rates pushed the dollar up. The sterling index fell 0.4 to 77.7. In sterling trading, closed for May Day, the dollar rose 4 pence to DM5.1460 against the mark.

Opec accuses Lagos

The Organization of Petroleum Exporting Countries (Opec) yesterday admitted that its production quota of 16 million barrels a day is being ignored by at least two members, writes Our Energy Correspondent.

Nigeria is the main culprit and has recently been entering into several barter deals to conserve its foreign exchange reserves. Yesterday in Geneva, its oil minister, Professor Tam

David-West, was criticized for allowing the deals.

Nigeria has yet to allow the Opec official auditors into the country to monitor its production levels which is now at 1.7 million barrels a day against Opec quota of 1.3 mbd.

A more serious threat emerged with Iran's decision to move at least 300,000 barrels a day of its sales to Japan to a price structure related to the spot-market.

The proposal still has to receive the backing of the other main accountancy bodies and the Accounting Standards Committee but hopefully it will be only a matter of time before an element of clarification is introduced into this confusing debate.

The exact slice of the company to be floated has not been decided, but will be between 25 per cent and 49 per cent. A figure nearer the top end of the range is widely expected.

The total capitalization will be around £500 million. Abbey has grown fast in recent years with new business sales in 1984 rising to 92 per cent of those of Hambro Life, the largest British life assurance company, compared with 70 per cent three years ago. Abbey's total premium income in 1984 was £376 million.

The shares moved up 2p to 102p yesterday.

He says: "We have a young and dynamic top management team who see the implications of the service revolution as being as important as the industrial revolution".

Hawley now concentrates on five main divisions.

Prospects for Hawley's basic business, Mr Ashcroft says, were excellent, and even sceptical analysts expect the company to make pre-tax profits of about £42 million.

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Rooke defends Norway gas deal after new estimates

By David Young, Energy Correspondent

Sir Denis Rooke, chairman of British Gas, said yesterday that despite the Government's revised estimates of gas reserves under the North Sea he still felt that his decision to negotiate the purchase of £20 billion of Norwegian gas was correct.

The contract has been vetoed by the Government, but yesterday Sir Denis told the Commons Energy Select Committee that if new government estimates of "probable" reserves are not converted to "proven" reserves he would seek to renew discussions on importing gas.

He said: "We don't think the decision was taken on arithmetic grounds by the Government. We continue to take a different view from the Department of Energy".

Sir Denis told the committee that British Gas remained wedded to the concept of negotiating each gas contract individually and brushed aside suggestions from Mr Peter Rost MP for Erewash, Derbyshire, a

Conservative member of the Committee, that the corporation was able to use its monopoly and the fact that direct exports of gas from the North Sea were banned to keep prices down.

He said: "The companies have two options open to them. They can produce the gas and distribute it using our transmission system to their own customers. They can also go to the minister of state for a ruling on prices. So far no company has done that."

"You may think that we are big and dominant but compared with Shell, Esso and Mobil we are pipsqueaks."

Investment in the North Sea could still be highly profitable, added Sir Denis. "The best investments I ever made were offshore. The Government must have agreed with us because they pinched them from British Gas."

Sir Denis told the committee that British Gas still felt that the

Sleipner deal with the Norwegian Government would have provided security of gas supplies into the 1990s and unless new gas fields in the British sector of the North Sea became firm proposals in the next two years he would be "knocking on the door of the Department of Energy again".

Sir Denis also confirmed Tuesday's statement by the Energy Minister that no decision has yet been taken on the privatization of British Gas.

He did, however, tell the committee that the Government's veto of the contract to buy Norwegian gas in the 1990s had damaged the corporation's negotiating credibility.

Government interference in the negotiations was, he agreed with a member of the committee, "a near unmitigated disaster".

British Gas warned the committee that the present massive output from the Norwegian Frigg Field could fall to

zero within two years once production falls from its current peak.

Frigg now supplies about a third of British demand and by 1990 present contracted supplies from the Norwegian and British sector of the North Sea could meet only 40 per cent of the British demand.

"Further the Sleipner deal was secured in a negotiating climate, advantageous to British Gas, of surplus supply in the rest of Europe. The terms finally agreed were therefore attractive."

"It is by no means clear that a resumption of negotiations at a later date with the Norwegian or any other exporter would have such a favourable outcome."

A further £1.75 million is to be spent by the National Coal Board on equipment for its oil-from-coal pilot plant at Point of Ayr in North Wales, the plant will convert 2.5 tonnes of coal a day into petrol, diesel, or aviation fuel.

IN BRIEF

BAe pitched at 375p

The Government has agreed a selling price of 375p a share for this week's British Aerospace share sale. The joint Government and company offer will raise £250 million before expenses, of which the Government will receive £363 million.

The terms were announced yesterday. Shares were trading at 395p on Tuesday evening when the price was agreed and fell 5p to 390p yesterday.

Prospectus will be published tomorrow, and applications have to be submitted by May 10. The shares are being sold with a 200p down payment and the balance of 175p payable on September 10.

Kleinwort Benson and Lazards, the issuing banks, have committed 55 per cent to professional institutions; another 17.5 per cent to existing British Aerospace shareholders; 5 per cent for employees; with 24 per cent for members of the public and general investors.

Currency option

The Stock Exchange's first currency options contract will be £12,500 priced in dollars with a new class of member, the Currency Option member. The contract will be identical to the one traded by the Philadelphia Stock Exchange.

Fosco surge

Fosco Minsep, the specialist chemicals group, yesterday reported a 67 per cent rise in profits for last year from £20.6 million to £34.5 million. A final dividend of "5.4p is being recommended, raising the total for the year from 7.55p to 8.2p. Tempus, page 23

Reuters, the news agency, is taking the 50,000 sq ft St Bride's House office scheme in Salisbury Square, off Fleet Street, developed by the Legal & General Assurance Society. Reuters is believed to be paying about £18 a square foot for the space. Commercial property, page 34.

Nurdin up £1.2m

Nurdin & Peacock, the cash and carry wholesalers, increased pre-tax profits in 1984 to £13.2 million up from £11.1 million (£516.4 million). A final dividend of 2.5p makes 4.2p (3.75p). Tempus, page 23

Profits rise 50%

Geers Gross, the advertising agency, announced a 2p final dividend, making an unchanged 4p. Turnover for 1984 was £122 million (£97.9 million). Pre-tax profit was £1.8 million, up 50 per cent from the previous year's £1.2 million. Tempus, page 23

The Hawley roadshow ducks out of questions

By Patricia Wheatcroft

The Hawley Group roadshow came to London yesterday with a presentation aimed at keeping shareholders happy now that the company has moved its base to Bermuda.

The event, staged in Edinburgh and Manchester earlier in the week, was intended to polish Hawley's image in the City. The chairman, Mr Michael Ashcroft's decision not to allow any public question and answer session on Hawley's accounts did little to help.

The private shareholders who made up the bulk of the audience of 350 seemed delighted by their chairman's performance in the full glow of the spotlights and by the company's bullish tone.

Mr Ashcroft bought Hawley for £1.2 million in 1978. Today it has profits of more than £31 million and, Mr Ashcroft says: "There are fewer than a hundred British companies with greater after-tax profits than us."

The stress on after-tax figures comes since Hawley's move to the lower-tax domicile of Bermuda last October. That was just one of many moves which have left the market wondering what Mr Ashcroft will do next. Yesterday he was explaining that Hawley is a service industries company with a great deal of potential.

He says: "We have a young and dynamic top management team who see the implications of the service revolution as being as important as the industrial revolution".

Hawley now concentrates on five main divisions.

Prospects for Hawley's basic business, Mr Ashcroft says, were excellent, and even sceptical analysts expect the company to make pre-tax profits of about £42 million.

The shares moved up 2p to 102p yesterday.

Abbey Life flotation next month

By Alison Eadie

Abbey Life, the life assurance company wholly owned by I.T.I. American conglomerate, will be floated on the stock market by an offer for sale by S G Warburg, the merchant bank, early next month.

The exact slice of the company to be floated has not been decided, but will be between 25 per cent and 49 per cent. A figure nearer the top end of the range is widely expected.

The total capitalization will be around £500 million. Abbey has grown fast in recent years with new business sales in 1984 rising to 92 per cent of those of Hambro Life, the largest British life assurance company, compared with 70 per cent three years ago. Abbey's total premium income in 1984 was £376 million.

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Leveraged buyout nears at Haden

By Jeremy Warner

Senior managers of Haden, the mechanical and process engineering group, are putting the finishing touches to plans for an American-style leveraged buyout of the company in the hope of fighting off an unwanted £37 million takeover bid from Trafalgar House.

Leveraged buyouts are commonly used in the United States to defeat hostile takeover bids, but have yet to be successfully tested in Britain.

Mr Philip Ling, Haden's managing director, said he was sure that other companies in Britain would follow Haden's example once they recognized that finance for such proposals was available.

A consortium of senior executives and seven institutional investors, including Ectra Investment Trust and Globe Investment Trust, has been put together to bid for the company and final negotiations are taking place to reach agreed terms.

Mr Ling said that the new bid, which is expected today or tomorrow, would be worth considerably more than the 240p a share that Trafalgar is offering. Haden shares which have been trading well above 240p since Trafalgar, Mr Nigel Brookes' shipping property and construction group, made its offer more than nine weeks ago, rose a further 20p to 331p yesterday.



Nigel Brookes: unwanted takeover bid

Haden's announcement of the consortium bid approach came minutes after Mr Norman Tebbit, the Secretary of State for Trade and Industry, said he had decided against referring Trafalgar's offer to the Monopolies and Mergers Commission.

Normally reference decisions are made within the first month of a takeover battle and it is unusual for a decision to be made this late. Mr Ling, who launched a concerted campaign for a reference, said he continued to believe that it would be "extremely unhealthy" for Haden to be part of the Trafalgar group.

Trafalgar House has declared a 5.5 per cent share stake in another of Britain's plant engineering groups, Davy Corporation.

This announcement appears as a matter of record only.

EXEINCO

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£100,000,000

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Deutsche Bank Aktiengesellschaft

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Banca Commerciale Italiana Banco Totta & Acores
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Creditanstalt-Bankverein Deutsche Bank Aktiengesellschaft
London Branch London Branch
Kansallis-Osake-Pankki European Banking Company Limited
London Branch Swiss Bank Corporation

Agent Bank

European Banking Company Limited

APRIL 1985

COMMODITIES

STERLING SPOT AND FORWARD RATES	
Market rates day's range	Market rates close
	1 month
	3 months
	6 months

77 02-77 50K	77 44-77 75K	76-18c pram
13 8220-13 8250K	13 8060-13 8250K	43-77-000 pram

[illegible]

COMPANY NEWS

FALCON has bought a \$25,000 of its own shares for sale at 150p a share.

STAAEN-LARSEN SHIP reported for March 31, figures in Revenue 38,718 (£9,918), operating costs £11,600, net profit 10,820 (£1,195). Selling and administrative costs 5,143 (£5,902). Share of income 7,239 (£5,397).

WILSON & JONES announced a new issue of 11,536 (£10,471). Minorities 36 mil. Pre-tax profit 4,808 (£4,000). Tax nil (nil). Exchange losses 177. Earnings per share \$0.41.

LAVFORM PROPERTIES issued notice in respect of offer of c. 2.53 million ordinary shares at 165p per share, closed at yesterday, oversubscribed.

CLOTH FINANCE limited 1.25p, 100 shares £1.50p for year ended 30. Turnover £14.2 million. Profit, before tax £3.7 (£25,794), after: Depreciation £103,937 (£114,202) and interest, 495,878 (£56,708). EPS 1.0p (£0.881). EPS up 10p. The board says the figures show steady improvement in all the business. The spinning yarnery has had a better year and spinning mills are operating at profitable basis.

The firm in medical disposables protective clothing have cut their turnover by 20 per cent in 1984, but still a sufficient margin in profitability. The new investment in computer software has been small, but encouraging enough to group benefits in its financial results in the group. The group making further during the coming year.

ARMON MOWLEM: Results for year ended 9.23p (9p), 11.19p (11p). Figures in millions of pounds. Turnover, operating associates, 385.0 (300.0). Profit, 11.2 (£7.8). Profit, before tax, 11.0. At the end of the forward work stood at £1 million. The board says it is not in 1985. Mowlem will start the new relationship of construction and general profits and expects further overall.

KOSKOVILLIAMS: The chairman of William Morris for the whole of the year. F O J & H B Jackson have declared unconditional in full. Acceptances of the offers made in respect of 1.5 million Jackson ordinary shares of the issued ordinary capital of Jackson) and the 61% of Jackson preferences (51.1 per cent of the reference capital).

● **LONDON UNITED INVESTMENT:** Final dividend 7p (7p) for the year to December 31. (Figures in 000's). Turnover 448,800 (24,636). Operating profit 6,313 (5,642). Pre-tax profit 6,145 (5,221) including overheads 6-14 (256) but after group overheads 76 (167). 5,040 (£2,640). Extraordinary debit, (4) (£245 debit). Earnings per share 27.16p (£24,38p).

● **JESSUP INC** interim dividend 1.50p for six months to February 28. (Figures in 000's.) Turnover 23,400 (£23,242). Operating profit 1,150 (904) after other operating expenses 797 (734). Interest charge 615 (501) comprises - vehicles on lease 438 (£125 million) general funding 330. Pre-tax profit 435 (403). Tax 44 (nil). Earnings per share 4.07p (4.84p).

● **KRAFT PRODUCTIONS** through its subsidiary Lennox Associates, has acquired the business of the international interior furniture company. Furniture formerly carried on by Shawline International.

● **BOND CORPORATION** said yesterday that it will make a one-off two rights issue at Aus \$52.5 million (£25 million) cover the acquisition of Australian occidental and Queensland Television and to strengthen its capital base.

Marshall's Universal, the paper and board and components distributor, made pre-tax profits in 1984 of £14.6 million, 64 percent higher than 1983 profits. Turnover rose 22.6 per cent to £64.4 million. The completion of the sale of the East African interests is expected this month, after which Marshall's will be based solely in Britain. A total dividend of 2p was paid, against no dividend in 1983.

● **PITELAN, LEWIS AND PEAT** has acquired 78½ per cent of the ordinary shares of the money broker, Monex. Monex is active in the interbank and corporate securities markets and has 116 clients of whom 77 are banks in the London money markets.

● **SYNTERIALS:** A circular has been posted to shareholders setting out the terms of the proposed repayment and redemption of preference shares and giving details of the acquisition of Ramus B.V. The company intends to repay £10.27 million of preference shares equivalent of 5.5p per ordinary share now in issue, by mid-August.

STOCK MARKET REPORT

Beer shares froth on hopes of strong results season

By Derek Pain and Pam Spooner

Drink shares led a spirited stock market display yesterday. With the brewery profits season due to get underway in a few weeks investment attention was focused on the industry, with both national and regional groups making often heady progress.

Mr Kevin Feeny of W Greenwell, the broker said: "The sector is looking good because people expect a reasonable crop of results".

Wood, Mackenzie, the broker, has turned positive on the sector and likes Allied-Lyons, Bass and Grand Metropolitan. But not all beer profits are going to be strong. For example, Grand Metropolitan is still suffering from the price "war" in the American unbranded cigarette market. L Messel and Co, the broker, is one forecasting lower interim profits - down from £147 million to £125 million.

Even so Grand Met joined in the fun yesterday, rising 3p to 291p. Allied-Lyons gained 4p to 180p and Bass jumped 17p to 534p.

Arthur Guinness and Sons, Whitbread and Greenall, Whiteley, the largest regional, were others to move ahead.

Spirit stocks also gained support. Distillers Co was 7p

Saatchi & Saatchi shares recovered 20p to 615p yesterday as the company met City institutions at a lunch given by Quilter, Goodison, the stockbroker. The advertising agency group is not expected to have any trouble with its £100 million rights issue, and the City men think Tuesday's share price fall, as the stock went ex-rights, was overdone.

higher at 288p. Wood, Mackenzie has raised its year's forecast to £232 million from £220 million. And the broker thinks Arthur Bell is oversold - it moved up 8p to 143p.

Away from the drinks pitch trading was often down to the merest trickle with one of the quietest days on the market for a long while. The total number of recorded bargains was only 10,166.

Thorn EMI, for the second day in succession, attracted the takeover spotlight. The shares surged 25p to 469p at one time before resting at 456p. There is considerable American and Swiss buying and persistent talk of a bidder lurking.

RCA is the American favourite to bid and Philips of Holland the Continental contender. From these shores the General Electric Company is the most expected bidder.

ripe to strike. At one time last year Thorn, was riding at 700p. At the close the FT 30 share index was registering a 7 point gain at 978.4 points. The more broadly based FTSE share index finished above 1,300 points at 1,301.5 points, a gain of 10.5 points.

The cheerful CBI survey and interest rate hopes were two influences which helped overall market sentiment. But gilts were weak on the back of the slight retreat by sterling.

Among insurance brokers, Minet Holdings was depressed. Waring & Gillow held steady at 149p yesterday as the £25 million offer from the Hopecastle consortium came to a close. Mr Cyril Spencer, leading Hopecastle and former chairman of Burton Group, confidently expected to move into W & G today, backed by an acceptance level of about 90 per cent. The company, one of Britain's best known furniture retailers, can expect big changes. Mr Spencer believes he can put W & G back on a growth course in the next two years - and in three the shares can be back on the public list.

It tumbled 11p to 233p ahead of a statement expected today detailing heavy underwriting losses at its Richard Beckett subsidiary.

Midsummer Inns, the former CAMRA (Real Ale) Investments, returned to market as the company disclosed it was moving further onto the disco wavelenght.

Once the commercial arm of the Campaign for Real Ale, Midsummer then concentrated on running a chain of residential pubs. It was taken over, after a bitter battle, last year by pub and disco entrepreneurs Mr Adam Page and Mr Paul Reece.

Now it is paying £1,552 million in cash and shares for the leisure interests of Messrs Page and Reece. They range from discos to pubs.

Before yesterday's deal Midsummer had acquired three discos, a snooker club, a roller skating rink and a number of pubs. More acquisitions are in the pipeline. The shares closed at 270p after touching 280p. They were suspended at 225p.

Cadbury-Schweppes - shares put on 5p to 164p as market men heard that the company visited De Zeele & Bevan on Tuesday. The broking firm says "we have for some time considered the shares a long-term buy, and we simply reaffirm that position".

Traded option highlights

Business in the traded options market was slack, again with traders more interested still in the upcoming new currency contract. The exchange will offer a dollar/sterling option from May 16.

Three firms have applied to join in on this market, including Standard Chartered Bank and

Bassett Foods, also well-known for its confections, rose 8p to 191p, still on the back of takeover hopes. The shares are a regular favourite with market speculators, and there is every chance Avana Foods and other potential buyers will have another go at swallowing Bassett. Avana made a takeover attempt a year ago.

Northern Foods, also tipped as a bid target, stayed firm, the shares rising 2p to 240p. The company has issued a profit forecast of "not less than £53.3 million" for 1984/5 alongside

Oil shares edged pennies higher, though. Tricentral showed an early burst of speed as the City looked toward last night's meeting between the company and Enterprise Oil. A bid is expected for Tricentral, and Enterprise has taken what looks more and more like an aggressive stake in the company.

Tricentral shares jumped to 260p early on, but later settled for a 9p rise to 255p. An offer of, initially, about 300p is expected, though such a bid is likely to be strongly contested. Enterprise shares edged 1p better to 196p, having shown a 1p loss earlier in the day.

Investment interest subsided on the life assurance pitches, after two days of sustained buying, but prices stayed firm, rising or falling by just 2p or 3p across the lists. Prices among composite insurance shares were in a similar "little change" mood.

There is, apparently, no link between yesterday's Lloyd's cash deal, which does away with the need for a rights issue, and any intentions it may nurse towards Mercury, or its proposed constituent.

The Lloyd's floating rate note is regarded by some observers as the most encouraging move in the banking world for a long while. Bank shares have never fully recovered from recent budget moves but Mr Rod Barrett at Hoare Govett, the broker, feels the sector could now become much more confident.

On the stores pitches, bid hopes remain high, with Owen Owen - the department store chain - jumping another 27p to 255p. That makes a rise of 65p in the past two days and is a new price peak for the shares.

Owen Owen is reckoned to have assets worth about 600p a share, but is family controlled, making any takeover difficult without board agreement. Full year results are due from the group, and market men also hope to see an improvement on the loss shown in the first half.

Solicitors Law Stationery shares rose 1p to 36p as the company's board showed signs of resistance to the full takeover of the company by Mr Robert Maxwell.

Mercury is assembling a financial group, to be called Mercury International Group which will embrace its own interests as well as three stock exchange firms, Akroyd and Smithers, Rowe and Pitman and Mullens and Co. It is widely believed that MIG would welcome the financial resources accompanying a Lloyds link. Lloyds has so far not formed an association with a Stock Exchange firm.

Lloyds and Mercury both said yesterday that they did not comment on market rumours.

Shares of Tottenham Hotspur jumped 9p to 78p yesterday. The football club has been granted permission to build a new 11 acre training ground at Cheshunt, Hertfordshire. Spurs shares came to the stock market in 1983 at 100p each.

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Optimistic forecast on base rate fall

By David Smith
Economics Correspondent

Base rates will fall to 10% per cent in about three months and to 9% per cent by the quarter of the year, according to a new forecast from the stockbroker Williams de Broe Hill Chaplin.

The forecast, prepared on a 77-equation economic model, is, however, pessimistic about mortgage rates, forecasting a decline to 12% per cent by the fourth quarter, from 14% per cent. In the first half of next year, when base rates are forecast to drop 8% per cent, mortgage rates will remain high at 11% per cent.

The optimism on base rates comes from the expectation of a small fall in overseas rates, the continued flow of capital into London because of high British real interest rates and the Government's desire not to see sterling appreciate too far for reasons of competitiveness.

The short-term optimism of the forecast gives way to longer-term gloom, with slower economic growth of about 1-1/2% per cent a year; higher inflation at 5% to 6% per cent and no reduction in unemployment from the present 3-1/2% million dominating the outlook for the latter part of the eighties.

NatWest to reorganize services

By Peter Wilson-Smith
Banking Correspondent

National Westminster is to reorganize its branch network with the creation of 150 corporate branches to serve business customers. The new style branches will be developed at existing offices between 1986 and 1990.

From July NatWest will further develop its service branch system where small outlets are linked to larger branches. The system will be expanded in about 300 locations.

NatWest's strategy is in line with other clearing banks, Midland Bank and Barclays have been reorganizing their branch networks to cater for the differing needs of corporate and personal customers by concentrating sophisticated corporate services at key locations instead of trying to provide the full service range at every branch.

NatWest's strategy is likely to lead to the closure of 50 branches, including sub branches, by 1990 on top of the 50 branches likely to close because of branch rationalization.

NatWest said yesterday the corporate branches should create more jobs.

TEMPUS Foseco Minsep justifies City confidence

Foseco Minsep, the specialist chemicals group, yesterday produced yearly results that fully justify its growing City following. Pretax profits rose 67 per cent from £20.6 million to £34.5 million thanks largely to a strong recovery in the businesses that supply chemicals to the steel and foundry industries.

The miners' strike cost the group about £1 million in lost profits. Declining construction activity in the Middle East was another adverse factor. But Unicorn improved its trading profits substantially.

The Middle East will remain difficult this year, vindicating the group's decision to broaden its geographical base in construction-related chemicals by acquiring Gibson-Homans in the United States.

The steel industry still accounts for about a quarter of Foseco's turnover and the 10 per cent upturn in world production witnessed last year certainly will not be repeated in 1985.

Foseco has taken a series of steps in recent years to limit the effect of downturns in steel production on its profitability. So, even in the face of this less encouraging outlook, the group as a whole should be able to make profits of approaching £40 million in 1985.

Cearing, which has been chased up to nearly 50 per cent by the cash outlay for Gibson-Homans, should also look a good deal better by the end of the year. The group is generating cash strongly.

Foseco shares, have outperformed the market since the beginning of this year but even at 227p, where the prospective p/e is 8 and the yield 5.2 per cent, still look worth having.

Geers Gross

Geers Gross shares fell 5p to 138p in the wake of yesterday's yearly profits announcement, despite an increase from £1.2 million to £1.8 million at the pretax level. The reason was disappointment that the board did not take the opportunity to lift the dividend, which has remained unchanged for three years.

The company might argue

with logic that profits have only now returned to the level of 1982, but that takes little account of investors' amnesia. Neither does it betoken confidence that last year's heartening improvement will continue.

The question-mark over the group's quality of earnings is raised by the fact that much of the 1984 profits increase has come from the New York operation, both in terms of margins and levels of activity. The US end is expected to grow as a proportion of the whole, but that hardly allays the fears of uncommitted British investors. American advertising has a reputation on this side of the Atlantic for being rough, tough and unpredictable and Geers Gross has had its troubles there before.

However, the company has struck a 10-year deal with European in return for a 10 per cent holding in Geers Gross. The group's trade and technical offshoot has now been formally brought into the mainstream of the business, which is only good housekeeping.

These figures bring Geers' p/e ratio into line with that of Saatchi and arguably it has the greater growth potential. But Saatchi has the proven record.

Grieveson, Grant

In the sophisticated poker game which is the stock market the investor still has to pay due regard to the motto of the gamblers of the Wild West: "Know when to hold 'em; know when to fold 'em". To assist with this arduous task there is a wealth of printed matter issued by the broking houses which regularly hit City desks.

Yesterday, Grieveson, Grant launched another circular, but rather than add to the reading material mountain it is designed to ease the burden of investment managers. The *Equity Market Review* is a monthly publication which should take no more than 10 minutes to read but which it is hoped will provide a clear and concise view of the British equity market.

What is different about this one? The review focuses more

on sectors than individual companies, and by analysing earnings growth and relating this to relative price earnings ratios Grieveson, Grant identifies sectors which appear cheap.

There is no unique calculation or ratio which the brokers have discovered; the accuracy of their forecast still depends very much on the skill of individual analysts. However, the information is presented in a novel way and the objectives of brevity and clarity are fulfilled admirably.

According to Grieveson, Grant, sectors which appear cheap at the moment include electronics, electricals, mechanical engineering and construction. Special circumstances are not ignored and Grieveson, Grant also include a list of recommended shares, which will not always correspond with the cheap sectors. This month's recommendations include Tarmac, GEC, BTR, Ladbroke, BET and Barclays Bank.

Nurdin & Peacock

Nurdin & Peacock's persistent ability to improve its profits performance continues to amaze the City. The cash and carry company seems to go from strength to strength. Yesterday, it unveiled record pretax profits of £13.2 million, up from £12 million, and there is now talk that it will make £15 million this year.

The key to the improvement is increased sales. Nurdin & Peacock has benefited substantially from the introduction of its own label cigarettes and the continued strength of its own wine and spirits.

The shares closed up 2p at 180p. They have had a good run in recent months, up from 130p, and there is a question over how much further the rating will go.

Traditionally, Nurdin & Peacock has merited a premium which the market is not really prepared to grant at the moment. However, given the company's excellent record and its prospects for growth there is still room for some improvement in the price although the shares are not outrageously cheap.

Tricentral 'would resist' any bid

By Alison Eadie

Mr James Longcroft, chairman of Tricentral, said at yesterday's annual meeting that he did not believe there would be a takeover bid for Tricentral and, if there were, it would be strongly resisted.

He admitted he was meeting Mr Graham Hearn, chairman

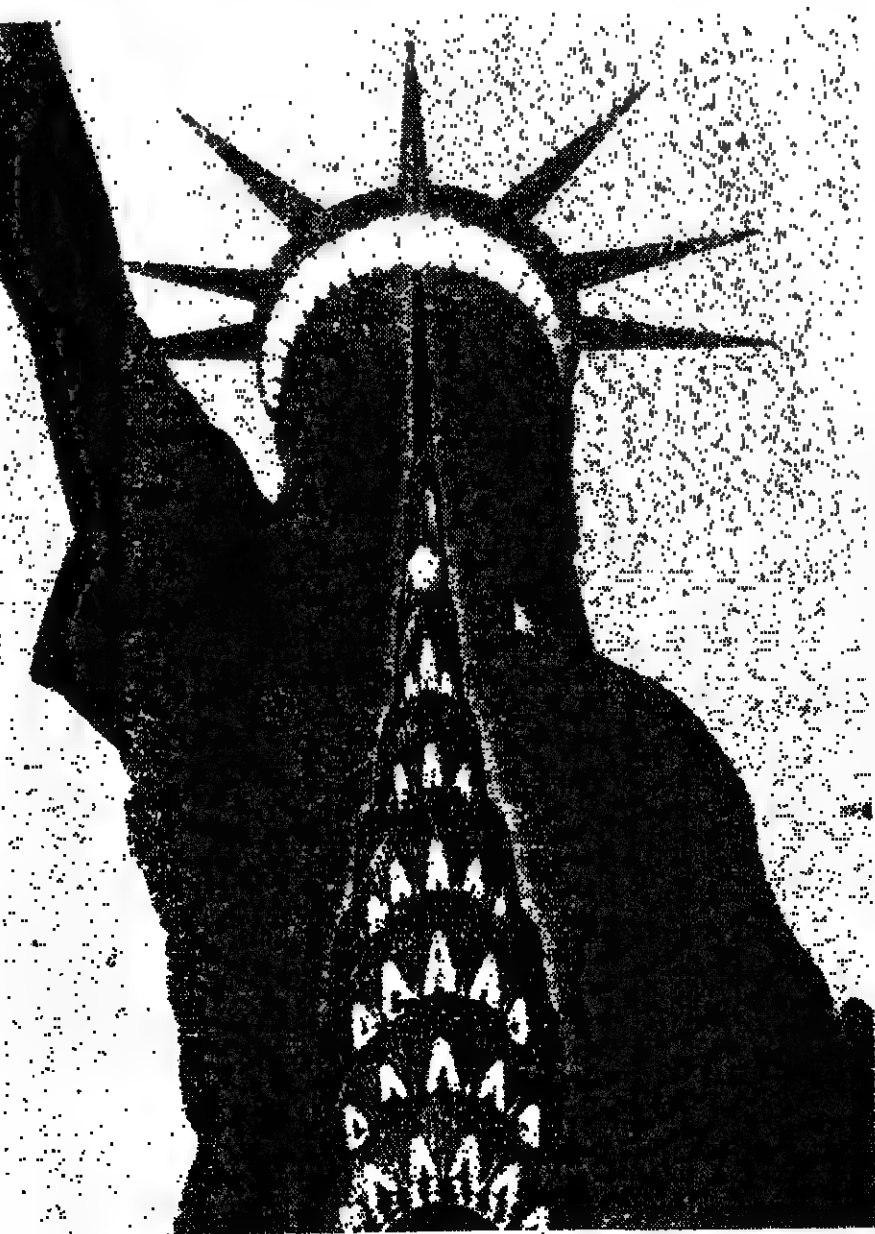
of Enterprise Oil, but last night he said he regularly met the chairman of other oil companies to discuss matters of mutual interest. Enterprise holds 4.7 per cent of Tricentral's ordinary shares.

Tricentral's first quarterly results, also announced yesterday, showed pretax income up 3.5

per cent at £8.9 million. Interest charges were £1.4 million higher at £3.3 million due partly to interest on the £2.4 million debt obtained to finance Tricentral's acquisition of 17.5 per cent of Wyth Farm.

Britain's contribution to pretax profit rose 10.4 per cent to £7.4 million.

WE'RE BRINGING MORE OF THE WORLD CLOSER TO MANCHESTER



In 1978, Manchester was designated a Category A Gateway airport. Every year since then, we've extended our global services at a rate which has never been less than impressive. And sometimes spectacular. Take 1985 for example. This year, we'll be flying to fourteen new scheduled destinations. To New York, 3 times weekly, direct... To Tel Aviv... To Geneva, Malta and Cairo... and, later in the year, to Bahrain and Hong Kong. So that by the end of 1985, Manchester International Airport will be operating direct scheduled services to fifty-three destinations in Britain and world-wide. But that's by no means the end of the story.

In addition to the fifty-three Scheduled destinations, Manchester has direct links to seventy-three other destinations on charter routes, making a total of one hundred and twenty-six centres served direct from Manchester.

And of course, every other major airport in the world may be reached from Manchester by connecting services.

In providing these world-wide links, Manchester International is doing no more - and no less - than is demanded by its planned and natural role as a major international gateway airport, at the focus of global routes converging on northern Britain. Even now, Manchester International Airport handles more passengers than many European capitals such as Brussels, Lisbon and Vienna.

Not surprisingly, our ever-growing number of passengers. Over six million a year now and by 1990 we expect 8 1/2 million. Then as now, travellers will continue to enjoy Britain's best and smoothest transition from motorways to airports. Their send-off and welcome home will still be efficient and speedy, but friendly and relaxed. And above all, easy. That's our kind of airport. Ready now for the 1980's. Planned with the realism and meticulous research that for the last decade has determined our place in world aviation as Britain's better gateway for central and northern Britain.

MANCHESTER INTERNATIONAL AIRPORT

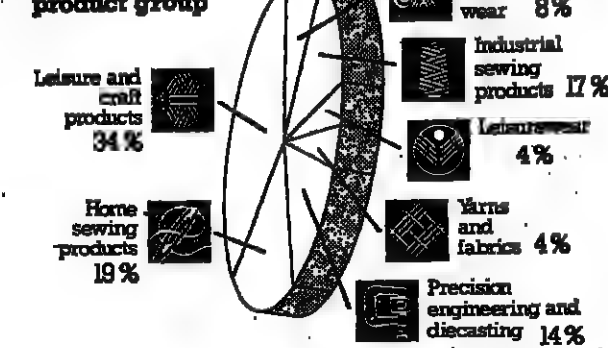
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The symbols of our success



%profit by product group



Highlights from the Review of Activities and the Statement of the Chairman, Sir William Coats:

Turnover up 21%; profit up 26%; earnings per share up 35%; final dividend up 20%

The year 1984 has been a notable one for your company in that we have achieved £1,000 million of turnover and £100 million of profit before tax. When the year began we had been hopeful of reaching the latter but thought it unlikely that turnover would pass the billion pound mark.

The Board consider that the results justify an increase in the final dividend from 3.2p to 3.85p making a total increase for the year of 17%.

Product groups

The past year has seen a heightened general awareness of the extensive range of the group's manufacturing and trading interests and we also continue to benefit from the wide geographical spread of our activities.

Although traditional trades still feature strongly in the overall performance of the group, and will continue to do so, the product groups - leisure and craft products, retail shops/fashionwear, precision engineering and diecasting - account for over 50% of the group turnover and trading profit. Our policy is directed towards further development of these trades either through expansion or acquisition.

In pursuance of that policy we purchased during the year Aero Needles of Redditch, and Schenckmayer, Mann & Cie, a leading handknitting yarn manufacturer in West Germany. Both companies are performing well and with some reorganisation will become very profitable additions to the group.

Pre-tax profits



Earnings per share



Dividends per share



Prospects

We look forward to 1985 with confidence, provided there are no violent swings in those exchange rates which are most important to us.

Results Highlights		1984	1983
Turnover	£m	1,076.0	888.0
Trading profit	£m	121.8	94.5
Pre-tax profit	£m	109.8	87.0
Capital expenditure (including leasing and companies acquired)	£m		
- U.K.		25.7	17.4
- Total		69.9	49.1
Net cash flow	£m	(27.3)	(8.8)
Cearing	%	31%	28%
Earnings per share	p	23.4p	17.3p
C.C. earnings per share	p	12.5p	7.0p
Dividends per share net - Interim (paid on 31.12.84)	p	1.65p	1.5p
- Final (payable on 1.7.85)	p	3.85p	3.2p
Number of employees		14,400	15,200
- U.K.		42,900	43,500
- Total			

(The figures for the year to 31st December 1984 are abridged from the Group's full accounts which will be filed with the Registrar of Companies after the Annual General Meeting.)

Copies of the Annual Report are available from: The Secretary, Coats Patons PLC, 155 St. Vincent Street, Glasgow G3 7PA

COATS PATONS
PLC

COMPAGNIE BANCAIRE

Société Anonyme
Incorporated in France with limited liability
Regd. Office: 5 avenue Kléber, Paris 16ème.

NOTICE TO SHAREHOLDERS

In accordance with the authority provided by resolutions of the Extraordinary General Meeting of shareholders passed on 28th April, 1981, the Board of Management has decided that the share capital of the Company be increased from FF89,202,400 to FF1,031,042,800 by the application of the sum of FF171,840,400 (standing to the credit of the Company's reserves) in paying up in full 1,718,404 new shares of FF100 and by the allotment of the same free from all encumbrances to the shareholders.

Such 1,718,404 new shares numbered 8,678,014 to 10,396,417 inclusive carry the right to dividends in respect of all periods after 31st December, 1984 and are issued subject to the provisions of the statutes of the Company in all other respects.

The new shares will rank pari passu and form a single class with the existing issued shares. Both the new and the old shares will participate to the same extent in the profits for all financial periods after 31st December, 1984 and in any repayment or partial repayment of the nominal amount of their capital.

In accordance with the provisions of article 18 of the statutes of the Company, as regards both the assets and the profits of the Company, all such shares carry the right in proportion to the amount of capital represented by each share, to the payment of equal net sums in any distribution or capital repayment, whether in a liquidation or otherwise, so that for this purpose all liabilities to tax which may be assumed by the Company and the benefit of exemptions from tax which may accrue directly to the Company will be deemed to be aggregated and apportioned equally among the shares.

Such 1,718,404 new shares will be allotted among the holders of the existing issued shares, numbered 1 to 6,882,385 and 6,883,375 to 8,678,013 inclusive, on the basis of 1 new share for every 5 shares held, ignoring fractional entitlements.

Shareholders who would be entitled to fractions of a new share may assign their rights to fractional entitlements to another such holder, save that no joint allotment will be made and the Company will not recognise more than one holder for a single share.

As required by law, the right to receive an allotment will be negotiable in the same way as a share.

The right to receive an allotment will be exercised by the transfer of the rights to SICOMAM.

A holder of existing issued shares may transfer his right to receive an allotment of new shares. The transferee will then become subrogated to the rights and obligations of the original holder as regards the exercise of such right to receive an allotment.

The new shares will be issued, to the order of the allottee, in registered or bearer form.

Requests for allotment may be made on and after 6th May, 1985, free of charge, at the following paying agent's offices:-

In France:
Crédit Lyonnais
Banque Paribas
Société Générale
Banque Worms
Crédit du Nord
Banque Indosuez
Banque Belge (France)
Banque Nationale de Paris
Caisse Centrale des Banques de France
Crédit Commercial de France
Crédit Foncier de France
Crédit Industriel et Commercial
Banque de l'Union Européenne
Banque Varnes et Commerciale de Paris
S.G. Warburg & Co. Ltd.
Crédit Lyonnais
Banque Paribas
Société Générale

The consolidated Balance Sheet of the Company at 31st December, 1984, was published in the Bulletin des Annonces Légales Obligatoires dated 4th April, 1985, page 1,132.

Application is being made for quotation in Paris of the 1,718,404 new capitalisation shares, numbered 8,678,014 to 10,396,417 inclusive, and of the rights to receive the allotment of such shares. Application is also being made to the Council of the Stock Exchange in London for admission of the new shares to the Official List. Dealings in the new shares are expected to commence in London on 8th May, 1985, and in London on 7th May, 1985.

André Levy-Lang
President of the Board of Management
COMPAGNIE BANCAIRE
Registered address: 5 avenue Kléber, Paris 16ème

Firm cashes in on call for high-tech space

By Judith Huxley

The Basingstoke office market has been in the news in the last few months but the industrial market shows signs of picking up too.

Sherfield Investments, the property company set up in 1979 by Mr Barrie Munn, a solicitor, and Mr Richard Francis, a retired dentist, has cashed in on the demand for high quality, small offices and production space for local electronics companies.

The development, called the Intec scheme, has recently achieved several lettings. It comprises five buildings, the first has been occupied by Telematics International for some time. Intec 2 has 60,220 sq ft and there are enquiries on

all the units, which range from 1,250 sq ft to 5,000 sq ft.

Intec 4 has been taken by the Woking-based Micro Devices. Large local companies are interested in taking Intec 5 with 45,000 sq ft of space. Rents on Intec 4 are £7.50 per sq ft with £9 per sq ft likely for the planned Intec 5.

Royal Life has funded Intec 1, 4 and 5 and part of the development is to be sold to the insurance company for £12 million. Sherfield will keep three buildings in its portfolio. The company has just agreed funding for a 30,000 sq ft scheme close to Basingstoke.

It is believed that the Oxford University Pension Fund is putting up the money for the project which will be similar to

Intec, to show a return of 7.5 per cent with a base rent of £7.50 per sq ft.

The strength of the market for property aimed at high technology companies can be seen from a decision by Sun Alliance to invest £25 million in 300,000 sq ft of space on a 16-acre site at Kings Langley in Hertfordshire, for such users.

Its development will be similar to those already built at Kemble Park in Swindon, Wiltshire and Linsford Wood, Milton Keynes in Buckinghamshire. Sun Alliance has bought the site from the Dickinson Robinson Group. It is two miles from Junction 20 of the M25.

The insurance company is considering selling freeholds at

Dolittle Meadows, as the scheme is known, a new venture for this kind of flexible development aimed at the electronics industries. Sun Alliance secured the site after negotiations with a leading Government electronics and defence contractor broke down. J. R. Eve and Atchisons acted for the vendor.

Another large site is being marketed for high technology development and so far no price has been revealed. The Commission for the New Towns is selling 35 acres of land in Bracknell, Berkshire, with flexible planning terms on offer. Drivers Jonas is offering the site for sale by informal tender and says that developers and high technology companies are already showing interest.

Bank lending on upward spiral a decade after the crash

Bank lending to property companies is growing rapidly and has doubled in the last two years to reach £1.19 billion of extra loans in 1984, according to Debenham Tewson & Chinnock's update of its "Money into Property" report.

The escalating involvement of the banks in lending to property companies is reminiscent of the heady days before the property crash in 1974 when similar rapid rises were seen.

There are significant differences between the climate then and now, but the signs are there that the banks are heavily involved in property again. This is in spite of the sector's relatively unexciting performance recently and the high cost of borrowing money, at 14 per cent, which must be putting a big burden on small developers.

Those who experienced the collapse of the property market a decade ago may remember the level of bank lending to property companies then. Bank advances leapt from £30 million in 1970 to the peak of £1.26 billion three years later, a figure which would now be £2.5 billion, taking inflation into account.

While the present flow of lending at £1.19 billion is less than half that at the height of the property boom which became a crash, the current rapid build up of lending is taking a similar path.

After the property crash, the banks kept clear of the sector

with disinvestment evident for some time. Things began to pick up in 1979 and in 1982 the banks lent £684 million to property companies. By 1983 that figure shot up to £969 million.

There is also evidence that the fall in institutional investment in property seen over the last two years has been halted. The Central Statistical Office figures for last year show that the institutions put £1.54 billion into commercial property, marginally more than in 1983 and enough to suggest that the slide in investment from the peak of £2.259 billion in 1981, has bottomed out.

Property now seems an attractive proposition compared with other investment opportunities. The stock market had an exceptionally good year last year and gifts offered attractive rates of return. Property, by comparison was dull.

The larger cash flow into property last year is entirely due to the pension funds which increased their rate of investment by 25 per cent to £685 million, while the insurance companies drew back on investment.

Turnover in institutional portfolios was a feature of 1984 with acquisitions rising by 15 per cent. Conversely, disposals last year were up 400 per cent on the 1980 level, a symptom of the need to manage property portfolios actively.

Stockbroker's move breaks new ground

Haslemere Estates has let the whole of its 105,000 sq ft office development, Bury Court House, Bury Court, in the City of London, confirming previous reports in this column.

The tenant is James Capel, the stockbroker, a fact which may be something of a surprise. James Capel is paying £24 to £25 a sq ft, a high price for a building in this location.

The move by a stockbroker to this part of the City indicates the shortage of the right kind of office space. Bury Court is far beyond the normal haunts of the broking firms, but Bury Court House was one of the few large

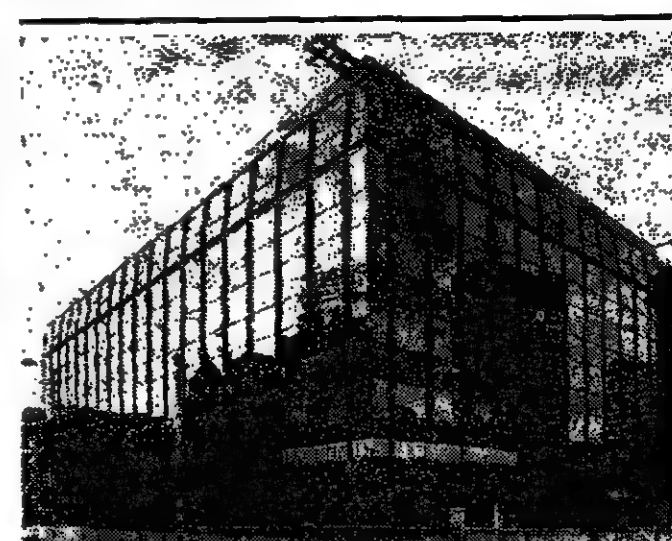
buildings left on the market. The deal bodes well for Great Portland Estates' scheme at Bishopsgate where rents of £30 a sq ft are the order of the day.

London Merchant Securities, the property and security exploration company has let its Angel Centre office development in Islington, north London, to British Telecom. Hillier Parker let 12,000 sq ft, to Aston Montagu Life Insurance last year, at £12.50 a sq ft, but the remaining 162,000 sq ft has just been taken by BT.

The company would not reveal how much its tenant is paying. LMS jointly developed the scheme with the Church Commissioners at a cost of £26 million.

LMS owned the site, through its New River Company holdings, but sold the freehold to the Church Commissioners, who leased it back to LMS on a long lease to their joint development company, Trendworthy Two.

Percy Bilton's attempts to improve the quality of its portfolio took a step further this week.



Office letting to Telecom sets a year-long high

British Telecom, the ubiquitous occupier of office space, has taken 16,500 sq ft in No 1 Portland Street, Manchester, (above), the largest letting in the city centre for a year.

The asking rent is £4.50 a sq ft through W H Robinson and Healey & Baker acting for Courtauld.

The letting has been done on the basis of a 10-year lease with five yearly reviews. The

Property Services Agency acted for British Telecom.

The former Constitutional Club, also in the heart of the city, is up for sale by tender through Richard Ellis. The 31,000 sq ft listed building fronts Cross Street and is being sold by Barclays Bank and the Legal & General Assurance Society. Rental income from three ground floor shops is £26,600 a year.

SKF

Notice of Annual General Meeting

Notice is hereby given that the Annual General Meeting of Aktiebolaget SKF will be held at SKF Kristinell, Byfogdegatan 4, Göteborg, Sweden, at 3.00 p.m. on Thursday 30 May, 1985.

Agenda

Ordinary general meeting business will be transacted in accordance with Swedish law and Articles of Association.

Notice of attendance

For the right to participate in the meeting, shareholders must notify the Board, at the Company's address in Göteborg, before noon on Monday 20 May, preferably in writing, of their intention to attend, giving details of name, address, telephone and shareholding. They must also be recorded in the shareholders' register kept by the Securities Register Centre (VPC AB, Box 7444, S-10391 Stockholm) by Tuesday 28 May.

Shareholders with holdings registered in banks or other authorized depositaries must temporarily re-register these in their own name by Monday 20 May to be able to participate in the Annual General Meeting.

Payment of dividends

The Board recommends that shareholders with holdings in the VPC AB records on 4 June be entitled to receive dividends for 1984. Subject to the Board's proposal being accepted by the Annual General Meeting, it is expected that the Securities Register Centre will send out notice of payment to recorded shareholders and issued depositaries on 11 June.

Proxy forms are available from AB SKF, S-415 50 Göteborg, Sweden. Tel: (31) 372755 & 371090.

Greenham women do qualify for vote

Hipperson and Others v Electoral Registration Officer for the District of Newbury and Another

Before Sir John Donaldson, Master of the Rolls, Lord Justice Stephen Brown and Mr Justice Glidwell (Judgment delivered May 1)

The Greenham Common women who had lived on an encampment outside the airfield in an area which spanned both Department of Transport and common land were resident there for the purposes of the Representation of the People Act 1983 and their voting qualification was not destroyed by reason of illegality or unlawfulness of residence.

The Court of Appeal in a reserved judgment dismissed an appeal by Mr George Newman QC and Mr Gregory Mitchell for Mr Meyer, Mr Duncan and Miss Elizabeth Woodcraft for Naomi Griffiths, Sarah Hipperson, Rebecca Johnson, Caroline Green, Muriel Jane Dennett and Katrina Howse.

The 1983 Act provides: (1) A person entitled to vote as an elector at a parliamentary election in any constituency is one who—(a) is resident there on the qualifying date; and (b) on that date and on the date of the poll—(i) is not subject to any legal incapacity to vote (age apart); and (ii) is either a Commonwealth citizen or a citizen of the Republic of Ireland; and (c) is of voting age (that is, 18 years or over) on the date of the poll.

(3) A person is not entitled to vote as an elector in any constituency unless registered there in the register of parliamentary electors to be used at the election... 2 deals with local government elections in similar terms.

By section 5 "1) For the purposes of sections 1 and 2 above any question as to a person's residence on the qualifying date for an election—(a) shall be determined in accordance with the general principles formerly applied in determining questions as to a person's residence on a particular day of the qualifying period within the meaning of the Representation of the People Act 1918; and (b) in particular regard shall be had to the purpose and circumstances, as well as to the fact of his presence at or absence from the address in question...

(3) A person who is detained at any place in legal custody shall not by reason thereof be treated for the purposes of sections 1 and 2 as resident there."

Mr George Newman, QC and Mr Gregory Mitchell for Mr Meyer, Mr Duncan and Miss Elizabeth Woodcraft for Naomi Griffiths, Sarah Hipperson, Rebecca Johnson, Caroline Green, Muriel Jane Dennett and Katrina Howse in person.

THE MASTER OF THE ROLLS, giving the judgment of the court, said that voting rights lay at the root of parliamentary democracy. The qualifying date for the Newbury district was October 10 in any year for the purposes of elections taking place in the 12 months beginning with February 16 in the following year.

Electoral registration officers published electoral lists based upon the names of those who were qualified to register.

Anyone who appeared from the electoral list to be himself entitled to be registered objected to the registration of any other person, he made his objection to the electoral registration officer who inquired into the objection and determined it (section 10(c)).

An appeal lay to the county court against the electoral registration officer's decision with a further appeal to the Court of Appeal whose decision was final.

The electoral registration officer for Newbury had included the names of the seven ladies in the electoral list for the Newbury constituency and the electoral area of the Greenham Common neighbourhood. The lists were those which would form the basis of the 1985 electoral register.

Mr Meyer had objected to the inclusion of those names. The seven ladies had all made a point of telling the court that each was committed to the anti-nuclear cause and Katrina Howse made it very clear that she held strong views about the position of men in society. Those facts were recorded because the ladies would wish them to be recorded, but the court disregarded them for all purposes.

Mr Meyer's objection related solely to residence. He contended that their residence lacked the necessary factual attributes for electoral purposes and that it had a criminal or quasi-criminal character which prevented them being treated or accepted as resident for electoral purposes even if they would otherwise be entitled to be registered.

It should be noted that while the 1983 Act moved further towards universal suffrage than some of its predecessors, it still approached the matter from the point of view of entitlement to vote, and in respect of representation of the residents of a particular area.

Residence was not defined in the Act but section 5 gave guidance.

The Greenham ladies at all material times lived on an encampment outside the airfield in an area which spanned the Department of Transport land and the common land. They slept there in vehicles, benders (a form of tent), in tents or in the open air.

Post addressed to them at the airfield main gate reached them regularly. It was their address for service in the proceedings.

They were all living in the camp on October 10, 1984 and been doing so for varying lengths of time. Some had been there for more than two years. Some had their names included in previous electoral registers.

Miss Dennett had been a candidate in a local government election, her qualification being based upon inclusion in the register. None of them was on any other electoral register.

On September 12, 1984, Mr Justice Macpherson granted the Department of Transport an order for possession of their land against three of the ladies and persons unknown. On March 9, 1983, Mr Justice Croom-Johnson had granted the Newbury District Council

injunctions requiring the defendants including the ladies, inter alia, forthwith to vacate the common land and perpetually to refrain from entering it.

Judge Peck had said that he was satisfied that all the Greenham ladies had at times been in breach of the Greenham Common by-laws and all had at times been in breach of section 137 of the Highways Act 1980, penalty for wilful obstruction.

Both the registration officer and Judge Peck held that the ladies were within the Greenham Common electoral area of the Newbury parliamentary constituency at the qualifying date. The registration officer held that the unlawfulness of their residence disqualified them from inclusion upon the register. The judge held that it did not.

Par v Sir J (1970) 2 QB 463 decided that (1) "reside" and "resident" were to be construed in their ordinary meanings; (2) regard was to be had to the general principles formerly applied and the purpose and other circumstances of the aspiring electors' presence at, or absence from, the address; (3) neither presence at nor absence from the address on the qualifying date was conclusive; (4) one could have more than one residence.

While it was accepted that the Greenham ladies were in occupation of the camp it was said that in terms of the 1983 Act they did not reside there. The court was unable to accept a submission that the Greenham ladies, other than those who had houses elsewhere might well be homeless in the purposes of the homeless persons legislation but to import such a meaning into the standard of accommodation into qualification for the franchise would be to put the clock back to the days when the franchise depended upon a property qualification and was quite unwarranted by anything in the 1983 Act.

It might be unusual to make one's home in a tent, bender or vehicle, but the court saw no reason why it should be impossible for the Greenham ladies to have a qualifying address. That left the permanence of their residence and its purpose. Permanence was a question of fact and degree. There was no question of the ladies having sufficient permanence on the qualifying date to constitute residence.

On October 10, 1984 all the Greenham ladies had been living in the encampment for a substantial period and it was nothing in the point that, in theory, they might have been required to leave shortly thereafter.

As to the purpose of their presence on the camp, Rebecca Johnson said that she was a peace worker whose place of work was in the neighbourhood of the Greenham Common airfield. There was nothing necessarily incredible in someone wishing to live over the shop.

Whether or not a person was resident in a particular place was a question of fact and degree to be determined by the court. That issue had been determined in favour of the ladies. There were no grounds upon which the court could interfere.

As to unlawfulness, Judge Peck had said it was necessary to look at the intention of Parliament. He drew attention to the express disenfranchisement of convicted persons only with regard to the electoral list. The issue could be approached on the basis of statutory construction treating the words "resident" and "residence" where they occurred in the Act as being impliedly preceded by "lawfully" or "lawful". The court approached on the basis of public policy.

"It was wrong in principle that a man could rely upon his own unlawfulness to secure an advantage which could have been obtained if he had acted lawfully." Lord Scarman said in *R v Barnsley Borough Council, Ex parte Shah* (1983) 2 AC 309, 344. The two approaches were in no way inconsistent and might overlap.

It was quite clear that if criminality was relevant, it could only be in relation to the criminality of residing at the qualifying address, as contrasted with the activities carried on at or from that address. Were it otherwise, burglars and brothel keepers would be disenfranchised.

But the consequences of holding that the qualifying residence must not involve the commission of a criminal offence or a felony, that the residence must be lawful in the sense of not involving a breach of the civil rights of others were startling in the extreme. A whole range of citizens would be disqualified.

Harris v Amery (1865) LR 1 CP 148 was distinguishable. There the qualification was not residence but an interest in land. In the instant case the qualifying condition was residence which did not depend upon the law for its existence.

The court rejected the submission that the ladies were disqualified by the fact that the qualifying residence was illegal or unlawful.

On the facts of the appeal, the court could not have accepted the assumption that the residence of each of the Greenham ladies was necessarily legal. Whether there was an obstruction of the highway was a question of fact. It was not established merely by proving that there was a tent on highway land.

It was submitted that the residence of each of the Greenham ladies was either in breach of the injunction or constituted an aiding or abetting of such a breach.

The court accepted that when a court had ordered a citizen to cease to reside at a particular address, he could not rely upon his continued residence as a qualification for the franchise. There was a real distinction between a breach of the general law and breach of a court order.

Aiding and abetting a breach of an injunction was a very serious offence, but in normal circumstances it would go to the conduct of the aider and abettor rather than to the character of his residence.

The court considered that on the facts found all the Greenham ladies had established a residence in the electoral list and no facts had been found to prevent them relying upon that residence as their basis for qualification.

It would have been otherwise before the qualifying date, the Newbury District Council and Department of Transport had obtained injunctions against Greenham ladies requiring them to vacate the camp and to leave the land and forbidding them to return.

The appeal would be dismissed. Solicitors: Messrs Sharpe Pritchard Cohen.

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Football: Robson orders all five of his substitutes to rise as one man in a signal of face-saving defiance in Bucharest



David Miller

England look beyond the red horizon

From Stuart Jones
Football Correspondent
Bucharest

Romania.....0
England.....0

A thin shadow fell across England's path to Mexico here yesterday evening but their view of next summer's World Cup finals remains unobscured. The draw in the home of potentially the strongest opponents in group three maintains their unbeaten record, their comfortable lead at the top of the group and, after four games, they have still to concede a goal.

The open arena has a reputation for being an inhospitable place for visitors. Its high and crowded tiers, with floodlights leaning obscensively overhead, can shake with a thunderous noise. But under a canopy of dark clouds and a pale sun it was a different story.

Group Three table

	P	W	D	L	F	A	Pts
England	4	3	1	0	14	9	7
Ireland	4	2	0	2	8	4	4
Romania	4	1	1	2	5	3	3
Turkey	4	0	3	1	3	13	0

Not including last night's Romania v Turkey result.
REMAINING FIXTURES: May 22: Finland v England; June 6: Finland v Romania; August 28: Romania v Finland; September 11: Turkey v Romania; September 25: Romania v Ireland; October 16: Romania v Northern Ireland; England v Turkey; November 13: England v Romania; November 14: Turkey v Romania.

was initially so quiet and peaceful as to be almost eerie. England's opening was heavily responsible for that. Keeping possession, they patiently awaited Romania's attacks that carried scarcely even a hint of a threat. Closely watched, the Romanians found themselves cramped in a heavily guarded midfield.

Before half an hour had elapsed England had hit the woodwork and caused danger in the air, particularly and surprisingly through Steven, Barnes, gliding gracefully down the left flank, was the main supplier. Steven nodded a couple of his crosses over and wide before Robson, the leading scorer in the side, glanced a free-kick against the angle of bar and post.

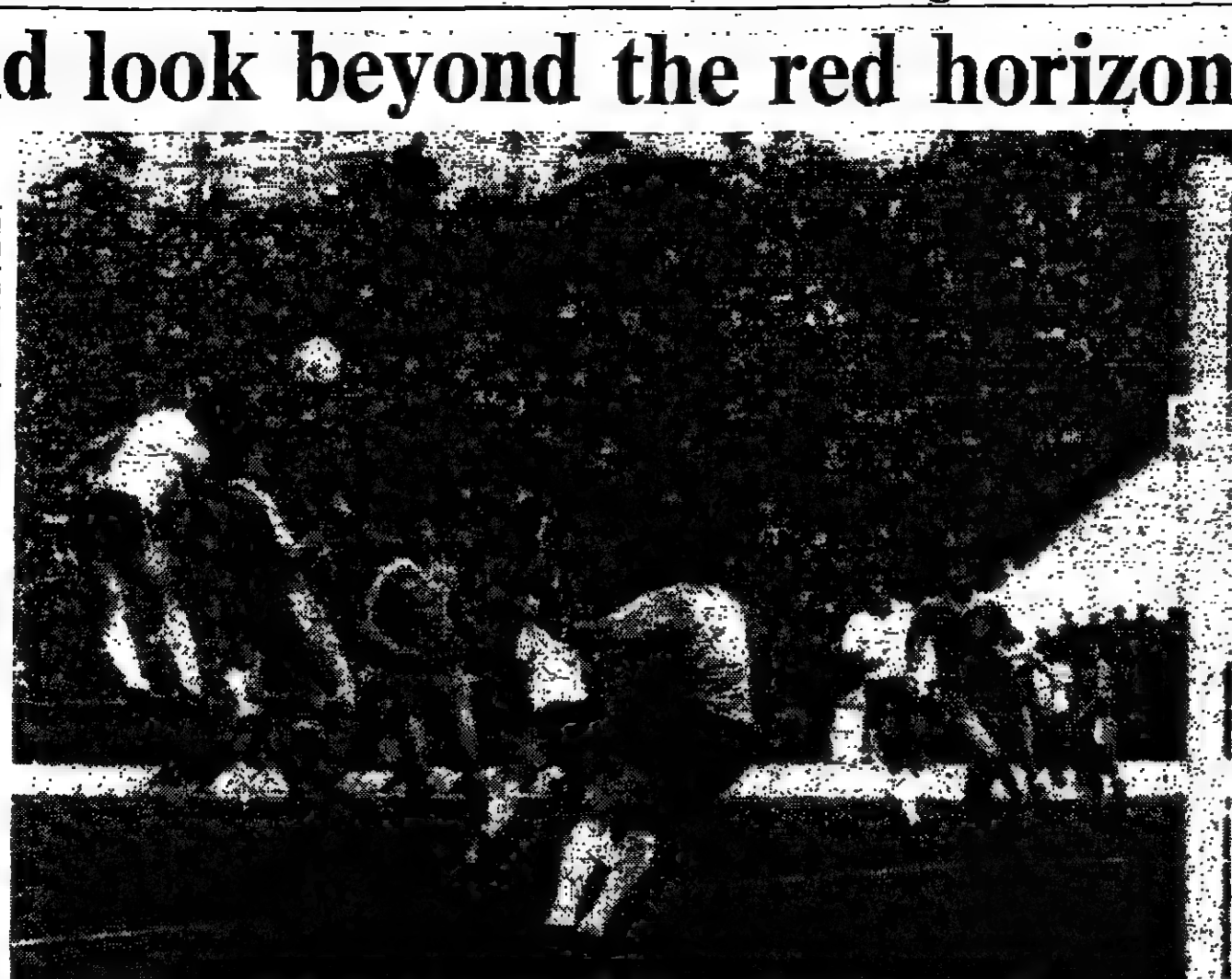
Hagi, a gifted left-footed player who strongly resembles Robertson, the former Nottingham Forest winger, marked Romania's recovery with a crisp drive that thudded into Shilton's midriff. Negrea, their right back, continued it with two more stinging volleys and Camatari, a tall and awkward centre forward, almost crowned it with an effort that brushed the side netting.

But Romania's rise was halted by the fall of their captain, Iorgulescu, who is employed as their sweeper. There had been some doubt about his fitness before the kick-off and, after some 40 minutes, he limped away, to be replaced by Iovan. Not surprisingly was that the end of their defensive problems. Negrea, clearly hurt, had to be helped away to the dressing-room at the interval.

He came out for the second half when his colleagues showed a renewed sense of purpose. The audience, warming to his lively display and also to the gradual breakdown of England's midfield security, became more animated. As the whistle and the horns blew with increasing intensity, so Romania lifted their challenge.

Robson, in one of his less effective performances for his country and Wilkins who was too casual in his approach, lost command at the centre of the spacious stage and Barnes and Steven faded in the wings. Bobby Robson's prediction that his defence was about to face their sternest test began to be realized.

Hagi, after a delightfully neat and rapid exchange on the edge of the area, clipped his effort over Camatari, as though climbing on an invisible ladder, rose remarkably high above a clutch of red-and-white shirts to stretch Shilton's reflexes and Boloni, fired accurately from long distance.



Woodwork lesson: Robson heads the ball against the angle of bar and post

England's manager, disturbed by the loss of control, urged his team with an unusual and undisguised message. He ordered all five of his substitutes to rise collectively from the bench and warm up. The response on the pitch was almost immediate but, with 20 minutes to go, it proved to be the parting shot from his apparently tiring representatives.

Sansom's customary long throw-in was nudged on by Butcher to Robson, whose close-range attempt was blocked. Mariner, whose overall contribution suggested that he is an inadequate understudy to Hagi, closed in almost nonchalantly and side-footed the loose ball alarmingly wide of an invitingly open target.

England's last chance of victory had passed by. But for Shilton's notable save 10 minutes later, Mariner's embarrassing miss would have been even more costly. Unguarded ran diagonally across the area before releasing the impressive Hagi. Had the precise pass arrived at his left foot rather than his right, England's horizon might not now look so bright.

ROMANIA: S. Lung, N. Negrea, C. Stanculescu, N. Ungureanu, M. Radnic, G. Iorgulescu (capt), M. Coras (sub), M. Lacatus, M. Klean, R. Camatari, L. Boloni, C. Hagi (sub).
ENGLAND: P. Shilton (Southampton); V. Anderson (Arsenal); R. Sansom (Aston Villa); G. Butcher (Sheff Wed); T. Butcher (Preston); R. Barnes (Manchester United); R. Wilkins (QPR); P. Mariner (Sheff Wed); C. Hagi (sub); C. Waddle (Newcastle); R. Hagi (sub); E. Guscusi (Spain).

● LUXEMBOURG (AFP). — Yugoslavia beat Luxembourg 1-0 in a World Cup qualifying Group Four match here yesterday with an 88th minute goal by Fadly Vokri.

But it will not be easy for France in Bulgaria, where the French have not won for 53 years. The Bulgarians beat Luxembourg 4-0 in their only home game so far, and limited France to a 1-0 win, thanks to a penalty, at the Parc des Princes in November.

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Brazilian shadows in friendly quest of world substance

Rio de Janeiro (Reuters) — Brazil need a convincing victory in today's friendly match against Uruguay to atone for a poor start to their World Cup preparation. Calls for the inclusion in their squad of the World Cup stars, Zico, Socrates, Junior and Cerezo, who are playing in the Italian League, reached a crescendo last Sunday after Brazil lost 1-0 to Peru.

This defeat came after an unconvincing 2-1 victory over Colombia. Another disappointing performance against Uruguay is certain to fuel mounting criticism of the coach, Evaristo, whose team, a shadow of the exciting Brazilian sides of the past, will find Uruguay keen to put a recent defeat by Peru behind them and consolidate their reputation as South America's leading team.

There is speculation that Evaristo is considering selecting at least three exiles in his World Cup qualifying games next month even though they can only report for training after the expiry of their Italian contracts on May 20. Brazil may play their first qualifying match, a visit to Bolivia, two weeks later.

Evaristo is likely to include Edson at the back today and Jorginho and Reinaldo up front. Jorginho and Geovani could take over from Alemão and Dema in midfield. "This is a period of experience, so we are not worried about results at the moment," he said. "We will know his best team only after another friendly against Argentina on Sunday."

Pelé, who is now a television commentator, said fans should be patient with the squad and not worry about the result of warm-up matches. "We are only starting our preparation and nobody should expect miracles," he said.

Uruguay, who have qualified for Mexico, will take the field at Recife today without some top players who have returned to overseas clubs.

● BONNI: West Germany's 5-1 thrashing of Czechoslovakia has put them on the threshold of a place in Mexico less than a year after their feeble exit from the European Championship finals in France.

The victory, the fifth in the last six matches under their manager, Franz Beckenbauer, was their highest away win since 1975 and deservedly earned praise for their revival under their former World Cup-winning captain. Beckenbauer himself said: "The result reflects the big one recently," he said. "We lack a test against Italy, France or Brazil."

Beckenbauer had done a great job in reviving the team's spirit, Schumacher said.

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Wales considering Arms Park tie

By Clive White

Cardiff Arms Park, the home of Welsh Rugby Union, will probably stage the most important match in the recent history of Welsh soccer. Following Tuesday night's hugely successful 3-0 victory over Spain, the Welsh Football Association will strongly consider Wednesday's proposal to hold their decisive World Cup qualifying tie with Scotland on September 10 at the National Stadium. It would be the first soccer match played there since the beginning of the century.

Faced with the financial difficulties they have been placed in by the demise of the British Championship, the Welsh FA seem certain to place the accent on finance rather than success when they make their decision. They had managed to stop rubbing their hands long enough yesterday to finger the calculators and come up with a figure in excess of £250,000 profit from staging the match at the Arms Park, where the attendance would be sure to reach 60,000. That could keep them in business for another three or four years.

The most attractive alternative would be to hold the tie at the Recreation Ground, Wrexham, the scene of Tuesday's disastrous celebration and a ground where they have never lost a World Cup qualifying tie. In fact they are unbeaten there in their last eight matches, including the last friendly.

Their "Euros" preference of the players and Mike England, the manager, they find they can respond to the atmosphere, and after recent games, they have taken to it like a house away from home.

The Arms Park would be no more advantageous to them than it would be to Scotland. Indeed, such a large arena with 33,000 seats alone would give the fervent Scots the opportunity to overwhelm even the toughest Welsh in support.

How ironic that Wales' climb to new heights should coincide with the joint announcement by England and Scotland that the Welsh and Irish will no longer play any of their attractive opposition. They may be claiming for a fixture with the "unattractive" Welsh in the not-so-distant future.

If Wales are a four-man team as described by Tommy Docherty recently, the other seven would find a place in considerably better sides than Wolverhampton Wanderers, Reading and Huddersfield, the dead end may have thrust the sword into the wobbling Scottish bull, but it was fiercely united team effort that brought Spain to their knees.

With the inspirational Joey Jones restored after suspension, probably at right half, backed by the passionate and fearless performance of the newly discovered Welshman Van den Hauwe at centre back, Wales will be a side built with talent in all departments by the time they beckon the Scots.

A preview of that complete unit may be given on June 5, when Wales play away to Norway in a non-competitive match. By then the seven could be realising Scotland play Iceland in a qualifying game in Reykjavik on May 28 without Dalgaard, Hansen, and Nickl, all pre-booked by Liverpool.

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Waddle set to move

Chris Waddle has confirmed that he will be leaving Newcastle United at the end of the season. His destination could be Tottenham Hotspur.

The England forward said: "I spoke to Newcastle's chairman a week ago and told him I definitely wanted to move on. He offered me a new contract with very good terms, but it's not about the contract or terms."

"I think the time is right for me to leave. I will play out the season with Newcastle, and in a way I will be sorry to leave, because the club and the fans have been very good to me. But I only cost £1,000, so I think the club would gain when I move on. I don't know yet where I will go."

but I understand Tottenham are interested.

"Obviously I am looking for a top club. I'll have to wait and see what the offers are before definitely deciding."

Newcastle are thought to have made a last-gasp bid to keep Waddle, aged 24, by offering him £100,000, but the Newcastle manager, Jack Charlton, conceded: "Apparently he wants to leave and he is not really our player after this season."

Tottenham had a £550,000 offer turned down on transfer deadline day last month, and if they do pursue their interest, the fee may have to be fixed by the independent tribunal.

Player over the top for Zenit

Moscow (Reuters) — Zenit Leningrad, the Soviet champion, who will compete in next season's European Cup, have dismissed one player for drunkenness and replaced several others. Valery Brashin was sacked by the club and suspended for two years after he turned up drunk for a training session.

Zenit, who have made a disastrous start to the new league programme and are currently bottom of the first division, also suspended Gennadiy Timofeyev until the end of the current season, which began only last month.

Anatoly Stepanov from his position as Young Communist leader of the team.

Some of our players were still behaving in a childish way," a Zenit official said yesterday, explaining Zenit's appalling start to the season, which began with four successive defeats. He cited other players, including Sergei Kuznetsov, who was suspended for two years after he was caught drinking and driving.

Zenit have recovered recently, winning their last two games, but appear to have little chance of retaining the league title.

Tottenham Hotspur have been granted planning permission to build a new training ground at Chesham.

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RACING: SWINBURN RECEIVES IMMEDIATE SUSPENSION OF 21 DAYS FOR RECKLESS RIDING AT EPSOM

Dafayna's speed can settle first classic

By Mandarin (Michael Phillips)

Following those near misses with Fair Salina and Greville Starkey can make it third time lucky in the General Accident 1,000 Guineas at Newmarket today with Dafayna. Stoute also runs Bella Colora, with Lester Piggott aboard, and following that highly commendable run behind Oh So Sharp in the Neil Gwyn Stakes a fortnight ago, she must surely go well too.

It is common knowledge that opinion in the Stoute camp is divided. I prefer Dafayna because she looks the faster and I know that Walter Swinburn, who would have ridden her but for his suspension, feels the same.

A year ago Meis de Reem came from a pretty impossible position to win the Salisbury fillics trial on good ground before going on to finish second in her Guineas. When retaining her unbeaten record Dafayna came from even further back on



Purchaseperchase (right) ridden by Bruce Raymond, speeds past Perfect Match in the closing stages of the Autobar Stakes at Ascot yesterday (Photograph: Chris Cole).

Hern has cause to celebrate as Longboat breaks the ice

By John Karter

Alexandra Stakes over 2 1/2 miles at the Royal meeting on Balmoral, another Welsh Pageant horse, Longboat's stamina to be his strong suit and now that the horse has proved it, he will be prepared for the more glittering stayers prize of all, the Gold Cup in June.

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The afternoon had begun on an ironic note for Cauthen's predecessor, at Warren Place, Lester Piggott, who, having gained the ride on Shaded in the 1,000 Guineas in the morning, missed riding Purchaseperchase, his only mount of the day, to victory in the opening Autobar Stakes when his car broke down on the way to the race. So, it seems, even Lester's hot line to heaven gets engaged sometimes.

John Francome, already assured of his seventh champion jockey title even though he retired from the saddle last month, received the award as Piper champagne jockey of the year at the National Hunt awards dinner in London. The trainer of the year was Nicky Henderson.

Carson looked certain to ride a third winner when he brought Trojan Prince to challenge the pace-maker Verge in the White Rose

Piggott steps in for coveted ride on Shaded

By Michael Seely

Lester Piggott's extraordinary domination of the classic scene continued yesterday when it was announced that the 49-year-old maestro would be riding Shaded in Saturday's 2,000 Guineas. No sooner had the disciplinary committee of the Jockey Club awarded a 21-day suspension to Walter Swinburn for his reckless riding of Lord Grumpy at Epsom than Michael Stoute confirmed the change. Piggott, for Shaded, will replace the 11-times champion on Balm, the second favourite for the big race.

Thirty-one years have passed since Piggott claimed the first of his record 28 classic successes on Never Say Die in the 1954 Derby. And yet only last year he was still hammering the lesson of his continuing supremacy with virtuoso performances on Circus P and Communique Run in the Oaks and St Leger.

Michael Stoute refused to comment on his booking of Piggott. But the reasons are obvious. The Maknons have invested a fortune in bloodstock since five years ago. And with the banning of Swinburn from the saddle it would seem logical to switch Piggott from Balm to Shaded, whose claims on form have shone brighter than those of the Greenham Stakes winner.

John Lea, principal adviser to Sheikh Mohammed, the owner of Balm, (jockey) acknowledged this when he said: "It was a family decision." Piggott will be seeking his fourth 2,000 Guineas victory, his most recent win having been in 1970 on Nilinsky, Shaded's sire in 1970.

Lucy Cusani, Balm's trainer, was also holding his cards close to his chest. "I'm more than delighted to have a rider of Piggott's calibre on Shaded. We've always enjoyed a lot of success together," Carson has become available at Dick Hern has decided against running Local Sultan.

Cecil is fined £2,000 for breach of retainer rules

Henry Cecil, the champion trainer, was fined £2,000 by the Jockey Club yesterday for a breach of rules concerning jockey retainers. The disciplinary inquiry followed newspaper allegations that Lester Piggott, then stable jockey at Cecil's Newmarket yard, had requested and received payment over and above the retainer which must be registered with Weatherby's, the Jockey Club administrators.

Cecil was found to be in breach of rule 75, which states that the terms of all agreements must be registered at the Racing Calendar office. The committee heard evidence from Cecil, legally represented by Jeremy Richardson, and Piggott.

A representative of the Jockey Club said: "The committee found that although Cecil had registered retainers between himself and Piggott at the Racing Calendar office, the agreement was not included in the details of the terms agreed by both parties. They imposed a fine of £2,000 for the breach of rule 75 in 1982, having taken into account the breaches for the three following years."

Both Piggott and Cecil left the inquiry without commenting. The maximum fine for the offence is £3,000.



Cecil has been champion trainer for five of the past eight years and in 1982 won record prize money of £572,614. Piggott rode for Cecil for four years from 1981 to 1984 but the two parted company last year and Steve Cauthen joined Cecil as stable jockey at the beginning of this season.

BIG RACE FIELD

- 3.40 GENERAL ACCIDENT 1,000 GUINEAS STAKES (Group 1: 3-y-o fillies; £85,647; 1m) (16 runners)
- 401 01113-2 AL BAHATHRI (ch Bushing Groom-Chain Store) (Hamdan Al-Malkoom) (BF) (N Thompson Jones) 5-40
- 402 121-2 ANTARICA (ch Arctic Tam-Madama Claude) (D) (M E Palmer) P Bianconi 7 (Royal blue, white epaulettes, striped cap)
- 403 11- AVANCE (ch Northcliffe-Melrose) (R Sangster) D O'Brien (ny) 5-40 (Emerald green, royal blue sleeves, white cap green spots) Roache 8
- 404 11-2 BELLA COLORA (f Balthazar-Reprocolor) (Helen Springsfield Ltd) M Stoute 9-4 (Black, white spots on body, white cap)
- 405 2402-18 GEMALONG (ch Deny-Singapore) (D McIntyre) J Winter 5-40 (Royal blue, white epaulettes and striped cap)
- 406 11-1 DAFAYNA (f Habibi-Dumka) (H Agi Khan) M Stoute 9-4 (Green, red epaulettes)
- 407 100-2 DEVON DEFENDER (ch Home Guard-Plymouth Sound) (A J Bingley Ltd) D Stoute 9-4 (White, light green, hooped sleeves, quartered cap)
- 408 10210-4 GLORY OF HEIRA (f Formidabile-As Blessed) (Capt M Lemos) G Britain 9-4 (Royal blue, white hooped on body, striped cap)
- 409 3816- HILLY (ch Town-Crow-Alpine Dances) (Ld Tansford) C Nelson 9-4 (Purple and white striped, black velvet cap gold tassels) J Marrow 11
- 410 31- KANISH LAGOON (ch De La De Soudan) (R T Wilson) G Britain 9-4 (Lemon, dark blue diamond and sleeves) S Raymond 8
- 411 04211-3 MERLE (f Gurner-Tamaritana) (J Adami) R Shearer 9-4 (Royal blue and scarlet diamonds, striped sleeves, scarlet cap)
- 412 111-1 OH SO SHARP (ch Krie-Oh So Fast) (C D) (Sheikh Mohammed) H Cecil 9-4 (White, white epaulettes and star on cap)
- 413 1-10 GUY SYMPATICA (f Young Generation-Hill Finesse) (Mrs A Mutton) R Bown 9-4 (Yellow, green diamond on body and cap)
- 414 0044-31 QUIET THOUGHTS (ch Thatching-Plant Sarnedda) (Mrs E Catella) M Grassick (ny) 9-4 (White, light green, hooped sleeves, quartered cap)
- 415 0113-1 STELLA GRANDE (ch Record-Town-Grow Star) (Mr D McIntyre) R Shearer 9-4 (Royal blue, white epaulettes and star on cap)
- 416 121-1 TRITTYVOH (ch Riverbank-Tyler) (A Clure) D O'Brien (ny) 9-4 (Light blue, blue and yellow hooped sleeves)
- 417 11413-1 ULLA LAINE (ch Murray's-Pet-Goodie-Gracie) (A Bown) B Hills 9-4 (Purple, grey sleeves)
- 418 212-1 VILKILKA (ch Nureyev-Baronka) (D) (Banger) Mrs C Head (ny) 9-4 (Emerald green, royal blue sleeves, white cap green spots)
- 2 Oh So Sharp, 5 Dafayna, 6 Bella Colora, 7 Avance, 8 Trittyvo, 10 Antarkia, 11 Hilly, 12 Kani Lagoon, Devon Defender, 14 Stella Grande, 16 Antarkia.
- FORM: AL BAHATHRI (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd AVANCE (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd BELLA COLORA (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd DEVON DEFENDER (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd GEMALONG (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd HILLY (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd KANISH LAGOON (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd MERLE (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd OH SO SHARP (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd QUIET THOUGHTS (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd STELLA GRANDE (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd TRITTYVOH (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd ULLA LAINE (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd VILKILKA (8-9) head and 9 to Top Socialite (8-9) 1 1/4 back in 3rd

NEWMARKET

- [Televise: 2.30, 3.40, 4.15]
- Going: good to firm
- Draw advantage: none
- 2.0 MAY STAKES (3-y-o; £3,457; 1m) (11 runners)
- 102 213- NASIB (BF) (ch) (A Salami) W Gorman 8-12 (M) 1000-1
- 103 213- PRINCESS CAMOULE (ch) (A Salami) W Gorman 8-12 (M) 1000-1
- 104 213- SAUNDY (ch) (A Salami) W Gorman 8-12 (M) 1000-1
- 105 213- LUCY (ch) (A Salami) W Gorman 8-12 (M) 1000-1
- 106 213- KANISH LAGOON (ch) (A Salami) W Gorman 8-12 (M) 1000-1
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GENERAL APPOINTMENTS

Every company should have a human resource strategy, a structured management approach to all aspects of employing people. Not only can such a strategy assist companies in reducing costs, but it can also improve the efficiency and effectiveness of managers and staff.

A human resource strategy is all about how best a company handles the selection, deployment, assessment, remuneration and development of its management and staff. As employing people represents one of the major costs in most companies, any approach which assists senior management in this area must merit further investigation. Apart from costs there are obvious risks for a company which fails to attract and retain high calibre resources, or to ensure that its managers are pursuing appropriate company objectives and are held accountable for their performance, or to plan its management succession.

It follows that in today's competitive and changing environment the effective planning of such key activities is of paramount importance to companies of all types and sizes. Companies can no longer

afford to muddle through and "fire-fight" in such crucial and cost-critical areas.

In recent years Peat Marwick has experienced a dramatic increase in requests from companies wishing to develop and implement appropriate human resource strategies. Experience has shown that the constituents of such a strategy are many and varied. But most evidence from recent assignments has revealed that significant benefits may be achieved by focusing on five principal components of human resource strategy: remuneration planning; personnel systems; training and development activities; executive and staff selection procedures; and effective organization design.

● Remuneration planning is mainly concerned with how to provide attractive, cost-effective and, where possible, tax-efficient remuneration packages for the company's senior executives, middle management and staff. This involves keeping abreast of prevailing market trends, tackling internal anomalies, reviewing the scope for performance-related incentives and considering the potential for equity sharing schemes under the 1978, 1980 and 1984 Finance Acts.

Moreover, emphasis should be placed on packages which reflect

Employers today must plan the selecting, deploying, assessing, paying and developing of their staffs, says Robert Simm



properly the value placed on fringe benefits by the recipients themselves.

● Personnel systems and procedures must be in line with the company's requirements. For various reasons - for example, growth, legislation, economic conditions and technological change - companies may find their personnel systems have become outdated, or inappropriate, or in need of revision.

The first priority for the review is systems and procedures for manpower planning, aimed at determining the numbers, job types and tiers of management which the company is likely to require. This

information should provide the basis for assessing the likely impact of such arrangements on future salary bills. Including National Insurance charges.

Secondly, performance appraisal systems and procedures for assessing executive potential are needed for quality control, career planning, remedial training, salary planning and management development purposes.

Thirdly, personnel administration is required to ensure that the company complies with employment legislation, best practice procedures and standards in areas such as industrial relations, em-

ployee communications, personnel records and so on.

Too often these activities are confined to a personnel department, in isolation. But, increasingly, senior management is and should be involved in specifying the nature and scope of information required to make decisions which will have far-reaching cost and operational ramifications.

● Management training and development activities should give companies value for money. This involves establishing training programmes which reflect properly the company's priorities and requirements. It may therefore be appropriate for companies to undertake periodic evaluations of managers' and staffs' training needs.

Thus a training plan can be developed to address specific skills and knowledge to enable managers to carry out their duties more effectively.

● Executive selection and staff recruitment procedures represent another key area of human resource strategy where companies need to exercise more imagination and planning than many appreciate at present.

A dearth of managerial talent can leave companies ill placed to

compete effectively in today's changing environment. But forward planning can assist the company in establishing feasible time scales for recruitment, and in determining how best to identify talent to meet the organization's needs. It can also help with the identification of appropriate sources of recruitment, and in equipping those involved in the selection process with the requisite skills.

● The organization structure itself is the bed-rock which supports these cornerstones of human resource strategy. An appropriate organization structure should assist the company in achieving its corporate goals. Too often companies go through acquisitions, mergers, major changes in corporate strategy and markets, or introduce new technology without thinking through the appropriateness of existing organization arrangements.

The logical starting point for shaping up an appropriate organization structure should be a review of the company's objectives and goals. Invariably, a critical review of activities currently being carried out in the company is required. Activities then need to be grouped sensibly along business sector, marketing, production or geographical lines etc.

Next, appropriate objectives for such departments or divisions need to be set and agreed, and translated into specific accountabilities for managers and staff.

The effective development of human resource strategy in these five main areas ideally requires close integration. For example, it is widely acknowledged that performance appraisal systems are linked with salary review procedures. But these systems also need to be integrated with manpower planning, training, management development etc.

All too frequently, sound human resource initiatives are introduced within companies without due regard for the impact which they may have on other key retention, personnel and training areas.

This article has only scratched the surface of human resource strategy. The principal message is that senior management should plan its approach to dealing with the human asset, rather than simply reacting to problems. If you have any doubts, then consider the questions raised above against the background and practices of your own organization.

Robert Simm is a specialist consultant partner with Peat, Marwick, Mitchell & Co. Management Consultants.

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Chief Executive

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c. £35,000

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At this stage in the Institute's development strong management and financial skills are considered to be important as well as the necessary representative ability. Aged probably 40-55 candidates will preferably be graduates.

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The Secretary is required to undertake the statutory and other related duties normally associated with company secretarialship in a manner consistent with the image of a forward looking organisation having an impressive record of development.

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ROOTS OF LONDON

Exclusive Evening and Cocktail Wear.

Due to expansion a position has arisen with this prestigious semi-couture Fashion House for a sales person capable of initiating new contacts as well as maintaining present ones.

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£13,000 - £15,000 + car West Midlands

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Send full cv to Mr J B Phillips, Triplex plc, Upper Church Lane, Tipton, West Midlands D49 9PA.

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Electrical Contracting

£14,000 + and car

Reading

The rapidly expanding Reading branch of this very successful nationwide electrical contractor looks to strengthen its project management. The job involves leading a team of Project Engineers and Site Operatives handling contracts valued up to £1m. Each project will be your responsibility from enquiry through to completion. Ideally 30/45, you must have relevant qualifications with sound current experience in the UK electrical contracting industry including site work and project supervision. Excellent rewards and prospects.

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Sales Executive

Five figure salary + car London/H Counties

Our client is the successful window division of a well-established and respected group. This post would suit a Senior Sales Executive or Regional Sales Manager with experience of windows and doors together with selling to local authorities, architects and large building companies. The company offer a five figure salary plus car plus commission and excellent prospects.

Send full cv to Andrew George, PER, Garsne House, Derby Square, Liverpool L2 7SP.

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To £11,645

Southampton

Southern Gas, which is an equal opportunity employer, is seeking to fill an Assistant Engineer (Telephony) post in their communication and instrumentation department. The successful candidate will report to the Engineer (Telephony Systems) and will assist with the design, specification and tendering for equipment and will be required to produce all relevant drawings and documentation necessary for installation and commissioning of systems. Applicants should have a minimum of HND or HNC with several years' practical experience in complex telephony systems. Salary within the range £10,119 - £11,645 pa.

Candidates should either write to the Senior Personnel Officer, Southern Gas, 80 St Mary's Road, Southampton SO9 8AT or ring, any time, on Southampton 31818 for an information package and application form, quoting reference P11.



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The continuing expansion of one of the world's most prestigious names in offshore engineering and project services, has created a number of important new appointments in their UK-based operation for talented and ambitious young Subsea Pipeline Engineers. Specialists in the field of marine pipelines, risers and associated subsea systems, they wish to recruit personnel at two levels: both new graduates with a good Honours/Masters degree and familiarity with computer and analytical systems; and engineers with a background in North Sea technology, covering all aspects from high-quality design engineering to follow-up field work. To both, the company promises a truly exceptional environment, for professional and technical progress and development, operating on a task-force basis, with project involvement from initial client brief to commissioning. Initially London-based, new team members could then be relocated to any one of several postings throughout the world. Remuneration packages will be highly attractive and include the full range of benefits you would expect from a successful international organisation of true world class.

Send full cv to: Richard Jordan, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

General Manager

Manufacturing

£20,000

East London

My client is a well-established and rapidly growing family company which manufactures electrical goods for light industry and distributes hardware for DIY markets. The company's success is built upon a high level of customer satisfaction. They are seeking an experienced manufacturing manager to be responsible for their diverse multi-million operations in East London. The successful applicant will have a technical background and have sound experience of managing and motivating a multi-racial, multi-skilled workforce in a batch-production industry. A practical, flexible and well-organised approach is essential. The excellent rewards package will match ability and experience, including realistic prospects in a soundly-based, forward-looking environment.

Send full cv to: Halima Schart, Consultant, Management Selection Division, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.



Sales Operations Manager

£15,000 + car

Bristol

A highly successful manufacturing company, entering a phase of planned expansion have a key opportunity for a Sales Operations Manager. You will co-ordinate and develop the computerised sales activities to maximise orders. Aged 27+, you must have proven sales management experience with quality products, gained within an environment where service to a multiple customer base is of prime importance. If you have the ability to work under pressure in a busy environment and can meet these requirements, the company offer a salary of around £15,000, a 2 litre car, assistance with relocation and normal company benefits.

Send full cv to: Brenda Stanton, PER, 27-29 Baldwin Street, Bristol BS1 1LV.

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In the first instance please telephone or write to: Ms Betty Fears for applications form at the AGI Technology Centre, Ebbleside Industrial Estate, Verwood, Dorset BH21 6BB. Tel: Verwood (0202) 834644.

Technical Sales

£12,000 + bonus + car

Wandsworth based

A-N Engineering, part of a larger group, provides metal work services for the electronics industry, and is seeking a technical salesperson. The territory is 100 miles radius of London. Candidates should be well versed in all aspects of sheet metal work, with effective sales technique and ability to negotiate. The company offers basic salary £12,000, plus bonus, gross pension scheme and company car.

Send full cv to: Charlotte Rafferty, PER, 319-327 Chiswick Road, London W4 4HR.

Sales Managers

£11,000 + comm + car Belvedere, Kent

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Send full cv to: Alison Webster, PER, Suite 5B, 71-75 High Street, Chislehurst, Kent RA4 5AG.

Sales Engineers

£9,000 + bonus

1) London/South East

2) Kent/South East

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£20,000

London

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All areas

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Aged in your late twenties/early forties and qualified to at least HNC level, preferably in engineering, you will already have proven your ability in a similar high technology cost and pricing role. With our commitment to improve even further our share of the world's civil and defence markets, these roles offer considerable scope for professional growth in an attractive salary, a benefits package and associated world-wide travel.

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Sales Engineer

£9,500 + use of company car

Required by an international engineering component manufacturer to call on existing customers and generate new business within the Midlands and South. Ideally living centrally (Berkshire/Bucks/Herts) and HNC level in mechanical engineering with drive, enthusiasm, and the ability to communicate effectively at all levels. Would suit experienced Sales Engineer or qualified Engineer wishing to embark on a sales career.

Send full cv to: Judith Murray, PER, Bankfield House, New Union Street, Coventry CV1 2PE.

Works Manager

£10,000

Brentford, Middlesex

Required for factory producing corrugated board, laminated and printed cases. Aged 30+, with sound experience in the industry. HNC/HND preferred.

Send full cv to: Mr B C H Gault, The Grafton Paper Manufacturing Co Ltd, Kingsleigh Works, Brook Road, South, Brentford, Middlesex.

Sales Representatives

Building Products

Hampshire/Dorset & Herts/North London

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Send full cv to: Personnel Manager, DMI Yorkshire Imperial Plastics Ltd, PO Box 166, Leeds LS1 1ED.

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- Textile Manufacture

Director Designate

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East Lancs

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Send full cv to: Cathy Webb, PER, Victoria House, Ormskirk Road, Preston PR1 2DX.

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£12,000

West London

Newmont Engineering, precision engineers specialising in manufacture of gear, gearboxes and actuation mechanisms, seek experienced Production/Estimating Engineer, aged 30 to 40. Educated to HNC/HND level in mechanical/production engineering with experience in production planning, process planning (principally heat treatment) and estimating. Must be self-motivated, working with minimum supervision and able to communicate at all levels.

Send full cv to: John Townsend, Newmont Engineering Ltd, Jaden Road, Ealing, London W5 4XE. Tel: (01) 567 3924.

Sales Executive

£11,000 + car (eg 205 GTI)

Hastings, Surrey

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Technical Representatives

Specialised Protective Clothing

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Vince Harris, Personnel Manager, on (0403) 64166 or write to him, enclosing a full cv, at Thorn Ericsson Telecommunications Limited,

Viking House, Foundry Lane, Horsham, West Sussex RH13 5OF, or alternatively, leave a message on our

jobline (0403) 65511.

Project Management Exchange Engineering Systems Training Installation Management System Testing

THORN ERICSSON

Information Processing People
20 Kensington Church Street, London W8 4PP
Telephone 01-526 1004 Telex 22801

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GENERAL APPOINTMENTS 01-278 9161/5

NO FAT SALARY NO PROMISES NO EASY WAY NO HOLIDAY

We are a group of rapidly expanding companies in the fields of communication, information and marketing.

We are preparing for the future and are looking for the right individuals to participate in a long term management programme.

We are looking to train people for future entrepreneurial and managerial roles, and require people who have no reservations about working within a disciplined and personally demanding organisational context.

The rewards could be high, but you have to be willing to start at the bottom and undergo a rigorous training programme.

If you are a graduate, in your twenties, and want to find out more, ring for a first interview.

Call me, Peter Robeson on: 01-242 4000.

We are an international service company to the oil industry and are currently seeking

GEOPHYSICISTS

to work at our Central London Office as Log Data Processors, specialising in borehole seismic data. Candidates should have a B.Sc., although students expecting to graduate this summer will be considered. Experience in seismic data processing would be an advantage.

Most of the successful applicants time will be spent on routine commercial products, but he/she will be expected to assist in developing new markets and products. In addition, personnel are expected to achieve at least a working knowledge of our many other wireline logs and computing centre products. The position will involve some irregular shift work.

Salary is commensurate with qualifications and experience, benefits include LVs, non-contributory pension, free life assurance, etc.

Please forward curriculum vitae to:

Personal Department/UK/
Schlumberger Log Services B.V.
1 Kingsway,
London WC2B 6XH

ELECTRICITY CONSUMERS' COUNCIL POLICY and RESEARCH OFFICER

(£12,366-£15,433, including London Weighting)

The ECC is a statutory body representing, at a national level, the interests of all electricity consumers in England and Wales.

We seek to appoint someone with a good degree and relevant work experience. A direct knowledge of the Electricity Supply Industry would be an advantage although not essential.

As a member of a small team of policy staff, the successful applicant will contribute to the work of the Council on a broad range of issues, but particularly in relation to the forward planning of the ESI and matters relating to technology and generation. He/she will have a major role in managing all aspects of the external research and consultancy inputs to the Council. A high level of skill in spoken and written presentation is essential.

For further particulars, please telephone: The Electricity Consumers' Council, Brook House, 2-16 Torrington Place, London WC1E 7LL. 01-836 5703.

(Closing date for receipt of applications is Friday 17 May)

General Manager

SAUDI ARABIA c SR 225,000

Our Client, a long established, successful British Company, wishes to appoint an experienced senior executive to manage and develop their interests in Saudi Arabia. The Group provides a wide range of commercial products and services to Governments and other major institutions throughout the world.

The General Manager will be based in Riyadh and responsible for the profitable development of existing business and the identification of new opportunities both in terms of products and markets.

Applicants, aged 35-50 must have comprehensive first hand knowledge of Saudi Arabian business practice coupled with the personality and ability to negotiate and conclude major commercial contracts on behalf of Group Companies.

A knowledge of Arabic is essential. REWARDS: Remuneration is for discussion and includes a substantial tax free salary together with excellent married status expatriate benefits.

Apply in confidence.

Ref: 989

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PER Britain's Largest Executive Recruitment Consultancy

Opportunities in Berkshire

Wordplex, one of the market leaders in the integrated office system market, is relocating its manufacturing base from Westlake, USA to Slough, Berkshire and as a result now require the following key personnel.

Commercial Manager

£15,000 - £20,000 + car
Reporting to the Operations Director of the Main Board your primary responsibilities will be for the forecasting and scheduling of Wordplex products under manufacturing and contracts management of related OEM equipment. The ideal candidate will have several years' experience in a related position and be earning not less than £15,000 at present.

Manufacturing Cost Accountant

£14,000 + car
Applicants, preferably ACMA qualified should have at least five years' cost accounting experience in an electronic or light manufacturing company with additional experience in handling accounts payable and management accounting. Please write with full cv to Mr R.H. Clements, Director of Manufacturing, Wordplex Systems Development Ltd, Constable House, St Leonards Road, Windsor, Berks SL4 3DB.

Production Manager

£12,000 - £14,000 North West
To manage 80 strong workforce of Thermovite - market leading, high quality double glazing operation. Ideally degree/HND level. Proven production management record. Director potential. Send full cv to Mr J.R.N. Phillips, Triplex plc, Upper Church Lane, Tipton, West Midlands DY4 9PA.

Sales Manager

Five figure salary + car Sidcup, Kent
Zest Equipment Co Ltd manufacture and sell products for the heating, ventilating, air conditioning and sheet metal industries. A key appointment has arisen to manage and motivate the UK sales team, stockists and distributors. Areas of responsibility include measuring representatives' performance, ensuring UK sales and gross profit targets are met and promoting the company's extensive product range. Aged 30-45, applicants should have sound sales management experience including negotiating with specialists and consultants in the building services industry. Ideally with knowledge of the valve industry, specifically solenoid valves. The right applicant can expect excellent promotion prospects. Send full cv to Alison Webster, PER, Suite 5B, 71-75 High Street, Chislehurst, Kent BR7 5AG.

Instrument Field Sales

£ negotiable + 1.6 litre car Various locations

We are a successful and expanding company designing and manufacturing process measurement and control instrumentation. Due to reorganisation and promotion we are looking for Field Sales Engineers to cover:

- South Wales and the South West
- West Midlands and adjacent counties

Knowledge of process control instrumentation, qualified to ONC level and resident in the stated area. Selling experience, although desirable is not essential. We are interested in instrument engineers who are considering sales as their future career, and those instrument sales engineers who are keen to improve their status and prospects. Please send details of career to date to Jess MacLean, Personnel Manager, KDG Instruments, Crompton Way, Crawley, Sussex RH10 2YZ.

Regional Sales Manager

Building Products

Attractive salary + car Midlands
Supplying top quality products used in the construction of some of the UK's most prestigious buildings projects, this successful company offers an exceptional opportunity to a sales professional who fully understands the construction industry. Responsible for maximising business with senior architects throughout the central part of the country (from Wales to Lincoln/Northants), you will control a small sales team and personally service existing accounts and develop new business in the south of the territory. You must have spent at least five years' negotiating with architects and have ability to motivate your team and develop this large and important territory. Good salary, profit share, BUPA, car etc. Send full cv to Janet Roberts, PER, Halkyn House, Rhosddu Road, Wrexham LL11 1NE.

Drilling Engineer

Aberdeen
Our client is a major oil company actively involved in both operated and joint venture North Sea operations and committed to long term activities in exploration, appraisal and development drilling. A position exists within the petroleum engineering department for an experienced Drilling Engineer. Candidates will have a good degree in an appropriate science or engineering discipline and at least four years' oil related experience with particular emphasis in offshore drilling engineering. An attractive salary and full benefits package will be offered including assistance with relocation where appropriate. Send full cv to Ailie Smith, PER, 3rd Floor, St. Martin's House, 181 Union Street, Aberdeen AB9 1BH.

Operations Director Designate

£18,000 + car London area
The UK leisure market has achieved significant growth in recent years and my clients are enjoying the benefits of this growth. They wish to recruit an Operations Director Designate to take responsibility initially for the food and related services of a major complex in the London area. Reporting to the Group Managing Director, responsibilities include financial and operating goals, client relations, co-ordinating personnel, training and ensuring the efficient and profitable management of the services on the complex and involvement in sales and business development. Aged 27-35, preferably educated to degree level, the successful candidate will have food service, financial and operating management experience in concession catering with at least two years' at a senior management level. Experience of multi-site management, staff training and computer systems are also important. Send full cv to Carol Howe, PER, Management Selection Division, Minter House, 27-29 Baldwin Street, Bristol BS1 1LX.

Senior Interior Designer

£12,000-£14,000 London E2
KB Contracts, the well-established family company involved in interior design for licensed hotel and catering establishments, including pubs, need an Interior Designer with development potential to lead a team initiating designs for interior furnishings and interpreting salesperson's reports and sketches into commercial designs. Practical experience, preferably gained in the catering industry, is more important than formal qualifications. Send full cv to Garmal Bahra, PER, 616-618 High Road, Leytonstone, London E11.

Product Manager

Attractive salary + benefits Worcester
My client, one of the leading suppliers of heavy duty conveyors to the world's mining and extraction industries, requires a Product Manager to be responsible to the Production Director for organising and controlling all aspects of manufacturing and production engineering requirements for a particular company product range. Design involvement also required. Applicants aged 30-50, should be Chartered Engineers with considerable practical involvement in both manufacturing and production engineering fields covering MC/CNC machining and welding fabrications, fully conversant with all production support services and capable of dealing with day to day industrial relations and personnel matters. We can offer an attractive salary, a contributory pension scheme and fringe benefits associated with a modern company. Assistance with relocation expenses to this pleasant rural area where appropriate. Send full cv to Doug Knowles, PER, 158 Corporation Street, Birmingham B4 6TB.

Sales To Retail Outlets

The company are market leaders in the sale of a range of fashion products. To consolidate their share of a growing market and assist further diversification, they now have the following challenging opportunities:

District Manager

- 1). N Home Counties, East Anglia
 - 2). South West, South Wales
- Responsible for maximising sales through the continued development of a range of retail accounts and new business ventures. Age 25-40 you should be able to demonstrate a successful and progressive career in sales to retail outlets involving high standards of merchandising and presentation.

Franchise Development Manager

South East
To set up and develop a franchise network throughout London and the South East. It will involve identifying suitable clients and shop premises, then providing the necessary training and management support to ensure that an adequate level of retail skills is reached. Applicants must have similar franchise shop experience and strong personal and communication skills, ideally with a retail management background.

These positions offer attractive salaries with a range of benefits including a generous bonus scheme, company car and excellent prospects for advancement. Full product familiarity will be provided. Send full cv to Wayne Trews, PER, Management Selection Division, Northampton House, 177 Charles Street, Leicester LE1 1LA, or telephone (0533) 551418.

Technical Support Manager

£Negotiable + car Manchester area
Market leader in the supply of specialised condition monitoring and auxiliary measuring equipment, this successful member of an international group is further developing its range of preventive maintenance equipment and services to industry. This is an exciting opportunity for a professional Engineer to set up and control a new team to provide technical support to customers and to the company's own sales team. Areas of activity will include supervision of installation, applications engineering, user training and involvement in new product development. Aged 25 plus and minimum HND/Mechanical Engineering, you must have practical engineering experience with knowledge of rotating machinery and rolling element bearings. Familiarity with computerised systems will be an advantage and you must be willing to travel extensively and able to communicate confidently at all levels. Excellent rewards and prospects. Send full cv to Val Dixon, PER, Lowry House, Marble Street, Manchester M2 3AW.

Sales Representatives

High earnings potential Nationwide

Nobody can make earning £30,000 easy. But at least we can make it possible. We won't pretend that selling life insurance is easy. You'll need thorough training by specialists. You'll need to study our plans and policies and know them inside out. You'll also need the self-confidence and ability to turn potential customers into actual customers. Assuming, however, you can handle all this, the rewards are virtually limitless. Last year, a number of our people earned over £30,000 and many others earned £15,000 a year or more. Working for Barclays Life you'll enjoy the freedom and rewards of being your own boss. Planning your own day, setting your own targets and providing your own motivation. But you'll also have the benefits of working for the Barclays group, one of the world's largest financial institutions. Paid holidays, pension plans, health insurance and profit sharing are just a few of these benefits. In all, we believe it's the best package of its type on the market. Just like the policies you'll be selling. To find out more about these career opportunities call Brian Fletcher on 01 834 5544 or send a cv to him at Barclays Life Assurance Co. Ltd, 257 Rensford Road, London E7 9JL.

Successful Retailing

Our clients operate a remarkably wide range of superstores, local stores, specialist outlets and delivery services around the South Coast of England. Their policy is to provide the right merchandise at the right price and to provide it with courtesy and efficiency. So, it is easy to understand why they are seeking particularly talented people.

Manager - Non-Food Buying

£17,500 + car allowance
You will be required to conceive and develop overall strategies in order to merchandise, market and supply specified retail outlets. Through your team of buyers your responsibility will also be to ensure that strict operational and financial performance is achieved. Ideally, aged 30+, with non-food buying experience your market and merchandise knowledge will have been supplemented by impressive leadership and management control with a track record in achieving profit targets.

Buyers - Non-Food

Substantial five figure salary
Working to specified performance targets you will have the flair, imagination and experience in the range, selection and procurement of at least two of the following categories: hardware, housewares/electrical goods, soft furnishings & fabrics, fashion, cosmetics, stationery, toys, seasonal goods, DIY, gifts and china and glass. Your professional competence, which will have been developed in a multi-store environment, ought to be complemented by a highly customer responsive approach and attitude.

Warehousing & Distribution Manager

Substantial five figure salary
This newly created position, with responsibility for some 40 staff and 20 vehicles needs theoretical and practical experience of delivery and route scheduling. Your working knowledge of modern materials handling systems will be coupled with an interest in the development and implementation of new ideas. Add to this a highly resilient personality and you could be just right for this position.

In addition to the salary an excellent range of benefits are on offer, including staff discounts and relocation expenses where appropriate. So, if you are sure that you can contribute to our clients' promising future, then write, telling us how you can do so, including full cv to: Bernadette Carr, PER, 62-64 High Street, Southampton SO9 2EG.

Design Manager

Stainless Steel Fabrication
£10,000 Leeds
Part of a "household name" group, this successful Leeds company is a leader in the production of stainless steel fabrications and pressings for a variety of applications. Leading your own design team, you'll be responsible for the design and development of tools and other production equipment, the identification and installation of new tooling, the preparation and updating of process sequence documentation and assistance with the selection of new plant and equipment. At least HNC level, you must have proven relevant experience involving stainless steel fabrications with the ability to work to tight schedules. An innovative and flexible approach to the introduction of new processes is essential together with the ability to liaise with customers at all levels. Ideal age 28/45. Excellent rewards and prospects. Relocation assistance. Contact Selwyn Jones, PER, Pannine House, Russell Street, Leeds LS1 5UF. Tel: (0532) 445131.

Chemical Engineer

Attractive salary County Durham
A leading manufacturer of formaldehyde and resins for the wood and particle board industry, has created this key position as part of their management team. Reporting to the Works Manager, you will provide a comprehensive technical service encompassing process design, solving manufacturing problems and QA. Close liaison with clients, HQ engineering and R & D divisions is involved. Candidates aged 25-35, must have a degree/HNC in chemical engineering/chemistry together with several years experience in batch and continuous processes, ideally in a plant investigation department. The post offers an attractive salary + relocation expenses, and the opportunity for career development. Phone Syd Raccani, PER Southampton, (0703) 38211.

JOB HUNTERS

For a free job hunting information pack and weekly details on the including over 450 new jobs recruitment market place - phone (0742) 750197 (answer service out of hours) or write to PER, Fitzwilliam House, 2-4 Fitzwilliam Gate, Sheffield S1 4JH. 1 or all positions in this composite applications are invited from both men and women.

Senior Sales Engineers

£12,000-£15,000 + bonus + car
Ceratech Electronics Limited supply custom-designed keyboards from the world's leading keyboard manufacturer, power supplies, VDU's and automatic identification equipment to the OEM distributor market. Due to expansion and acquisition of further agencies, additional Sales Engineers are required to sell the full product range throughout the UK. You should have proven sales ability in the OEM market place supported by a sound engineering background. Experience with the above products would be advantageous but not essential. Rewards include high basic salary commensurate with age and experience plus annual sales-related bonus. Please apply in writing to Personnel Manager, Ceratech Electronics Limited, Lenton House, 20 Lenton Street, Ailton, Hunts GU34 1HG.

Operations Manager

From £13,000 + car Rochester, Kent
This privately-owned freight dispatching company, dealing with imported cargo, has a growing reputation for total customer service. They require an Operations Manager in control of two terminals, responsible for a work force of 60. First-class communication skills and proven track record in this industry is essential. Excellent career opportunity and negotiable salary, free health plan and contributory pension. Send full cv to Nadine Whitshire, PER, 5 London Road, Maidstone, Kent ME16 8HR.

Technical Sales

Industrial Equipment

An innovative chemical or mechanical engineer with experience of product development and technical sales is required to seek new markets and develop applications in the pharmaceutical and chemical industries for a range of powder dryers incorporating new technology. The position involves some overseas travel with frequent visits for initiative, involvement and career development in a growing company presently employing 130 persons. Age 28-32, salary £12,000-£15,000 negotiable plus bonus. Replies in writing to the Managing Director, T K Fielder Ltd, Mayflower Close, Epsom, Surrey.

T. K. FIELDER

Corporate and Banking

Sales Representative

Competitive salary + car Windsor based
Black Horse Relocation - part of the Lloyds Bank Group - provides relocation services to a wide range of corporate clients both nationally and internationally. Operating in a rapidly expanding market we require a Sales Representative to present our services at Personnel / Director and Treasury level in addition to interaction with our parent company and its staff to further our business negotiations. The right person will be articulate, numerate and able to present conceptual sales effectively. Prospects are excellent and the remuneration package attractive. Send full cv to Stuart Mitchell, Managing Director, Black Horse Relocation, 2 Farm Yard, Windsor, Berks SL4 1TX.

Head of Engineering Services

Hayes, Middlesex
We require a Senior Engineer to co-ordinate and manage the various engineering services functions within a central site department reporting to the factory Chief Engineer. Aged 25-40 you will have at least an HNC in mechanical or electrical engineering and have a proven record in several of the following disciplines: steam generation, solid fuel handling, piped services, primary oil/water treatment, electrical drives, control technology and building maintenance. Additional training will be given as appropriate. If you are interested in furthering your career at the factory which manufactures the country's leading instant coffee, Nescafe and Gold Blend, as well as chocolate products including Milky Bar, then please apply giving full career details including salary to: Martin Stanley, Personnel Manager, The Nestle Company Limited, Nestle Avenue, Hayes, Middlesex UB8 4RF.

Nestle

Production Control Manager

Central Scotland
This is a key appointment within the senior management team of a subsidiary of a major international group, engaged in the manufacture of metal products. Reporting to the Works Director you will be responsible for planning and co-ordinating an extremely complex manufacturing operation. By improving production costs and outputs through the development of new control procedures you will make a direct contribution to the success of the company. First class communication and proven management skills will be required to control and motivate the large production and control department and to enable you to develop good working relationships with the company's major customers. Ideally qualified to degree level you must be a skilled organiser and administrator. A background in an engineering or metallurgical industry would be an advantage as would experience of computer applications in production control. In return the appointment offers excellent career prospects within the group and attracts a competitive salary and benefits package including relocation assistance. Send full cv to May Millward, PER, 2-3 Queen Street, Edinburgh EH2 1JS.

UNIQUE SALES MANAGEMENT OPPORTUNITY

One of the U.K.'s leading Motor Vehicle Distribution Groups, which represents several major manufacturers on a national basis, has created a Group appointment to develop and manage a new profit centre throughout their operation.

After an extensive period of training, you would be expected to work independently within overall Group guidelines, and to achieve mutually agreed sales and profit objectives. You will be reporting to the Main Board, and have indirect management responsibilities for specialist personnel working within each of the Group's high volume vehicle dealerships.

Ideally, you will be a Graduate aged between 28 and 35, with a minimum of five years experience selling management concepts/systems at Senior Management and Board level. You should also have a proven ability to motivate people within a sales environment.

This is a unique career opportunity with a publicly quoted Company which displays an outstanding growth record, and if you are currently earning £15,000 per annum or more, please write in the first instance enclosing full career details to:

Nick Lamborn

Rowbotham House, 101 New London Road, Chelmsford, Essex CM2 0PP.

LONDON CHARTERED ACCOUNTANTS Newly Qualified to three years PQE

Audit
to: £16,500

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to: £17,500

Urgently required by
medium to large firms

Please contact Kimben Rundle or Gary Johnson on 01-836 9501 or write to: Douglas Lambias Associates, Freeport 410 Strand, London WC2R 0BR.

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GENERAL APPOINTMENTS ☎ 01-278 9161/5

**You've taken
your career in
one direction**

Selling with IBM ----->

Probably the hardest thing about doing well in your career is knowing when you could be doing that much better - changing direction as a sales professional with IBM, for example.

Because no matter how or where you're making a name for yourself now, if you're prepared to make the move, there could be an even bigger future ahead...

To help you go beyond your current success, we'll provide a first class sales and product training together with vital back-up support. You'll be dealing with people at all levels, and from all walks of commercial life - selling

Now take another

a wide range of computers and business systems where the contracts involved are often worth millions of pounds.

It's a career where the considerable professional and financial rewards are a direct result of your own efforts and commitment. For someone of your ability, isn't this the direction you should be taking?

We now have opportunities in London, Bristol, Warwickshire, Manchester, Newcastle and Belfast, and throughout Yorkshire, Humberside, and Scotland.

If you're a graduate in your twenties with three years' experience, please phone Kate Dawson, Recruitment Officer for an application form on: 01-995 1441, extension 4976. Alternatively write to her at: IBM United Kingdom Limited, 389 Chiswick High Road, London W4 4AL. Please quote reference: ST/13796.

- 17,000 jobs in over 40 UK locations
- Two manufacturing plants
- An equal opportunity employer
- £1.15 million exports in 1984
- £149 million invested in I.K. in 1984

IBM

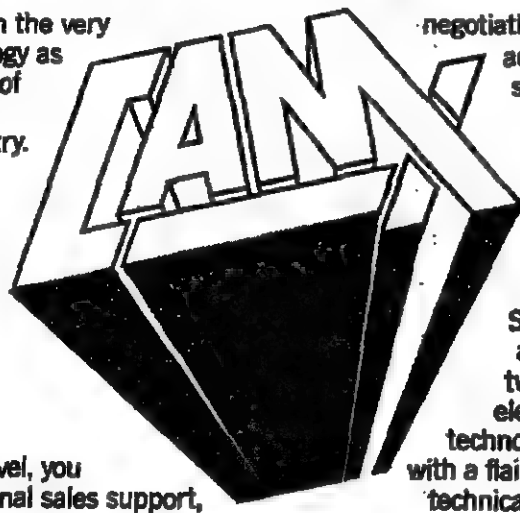
Ferranti Infographics Ltd

SELLING TECHNOLOGY

Ferranti Infographics is in the very forefront of CAD/CAM technology as the largest U.K. manufacturer of CAD/CAM systems for the mechanical engineering industry. Turnover growth in excess of 100% per annum has led to a number of challenging sales opportunities with vast potential.

MAJOR ACCOUNTS EXECUTIVES

Operating at executive level, you will provide complete professional sales support,



negotiating with national, and multi-national accounts, stimulating and developing sales in alternative directions within these accounts and sourcing new business possibilities.

SALES ENGINEERS

For experienced and ambitious Sales Engineers to cover a variety of areas within the U.K. A minimum of two years proven sales experience in electronics, computers or similar high technology products is essential, together with a flair for absorbing and communicating technical information in the sales situation.

Applicants can expect an excellent real salary, outstanding commission and positive promotion prospects. The comprehensive benefits package on offer includes generous relocation expenses to your chosen sales territory. Please contact:

Ernest Barnard, Operations Manager, Ferranti Infographics Ltd., Bell Square, Brucefield Industrial Estate, Livingston, West Lothian EH54 9BY. Tel: 0506-411583.

FERRANTI
Selling technology

Marketing Co-ordinator

The Guide Dogs for the Blind Association

Age 30+

c.£15,000+car

Reporting to the Director of Operations, in Windsor, this is a new appointment to co-ordinate efficient and effective marketing for the Association. This is a professional and national challenge. Responsibilities include expanding the trading company, improving national external and internal public relations, and co-ordinating all ideas for developing public appeals and support throughout the United Kingdom. It will be essential to work with Regional Controllers as well as Head Office and supporters throughout the UK. There is a first class supporting team.

He or she is expected to be at least 30, to have gained the maturity required to successfully co-ordinate the marketing of a leading national charity. A degree and a professional qualification would be an advantage. Pension is non-contributory, salary is negotiable.

The position is open to external and internal candidates who should apply with full career details to RN Orr, quoting reference M2111, clearly stating if the application is in confidence. References will not be required until the final shortlist stage. Any queries will be answered on 01-439 4509.

**Roland Orr
& Partners**

Management Consultants

35 Piccadilly, London W1V 9PB Telephone 01-734 7282

WAKEFIELD DISTRICT COLLEGE

MARKETING MANAGER. Salary by negotiation but not less than £11,175 (4 year fixed-term contract). To be responsible to the Principalship of the College and the Senior Management Team for the identification of demand for the services of the College and for the promotion of these services and facilities to the Community. Application forms and further details available (on receipt of a s.a.e.) from Chief Education Officer, Education Department, 8 Bond Street, Wakefield, to be returned by 17 May 1985.

SUCCESSFUL SOFT FURNISHING COMPANY Manager/ess

Immediately required to visit Regency Arms operation at Liberty, Regent St. Must be capable, enthusiastic and with some experience.

YOUNG ASSISTANT

Strong, willing, flexible person for sales office/retail sales plus driving and warehouse duties. Apply in writing to:

Miss Pearson,
18 Kenyon St.,
London EWC.



DIRECTOR KING'S FUND INSTITUTE

The King's Fund is seeking to recruit a Director to set up a small, incisive and non-political institute of health policy analysis.

A search committee has been formed to draw up a short list of candidates in June 1985. The person we are seeking will have:

- an admired record of policy analysis, not necessarily in health.
- the capacity to attract and work with 5 or 6 others of high calibre, and unleash their talents individually and collectively.
- open-mindedness, without a pre-set position on major issues.
- toughness to explain and defend the institute's findings.
- ability to manage the institute.

The selection process will encourage candidates to develop and explain their own ideas about the institute's initial agenda and approach.

Candidates are welcome from any country and any academic discipline. We welcome suggestions on whom to approach as well as enquiries from potential applicants. Preferred age range 35-50. Salary by negotiation, but unlikely to be less than £25,000.

Further information can be obtained in confidence from:

Robert Maxwell, Secretary, King Edward's Hospital Fund for London, 14 Palace Court, London W2 4HT.

or from any other member of the search committee, which comprises Dr Anthony Dawson, Professor Rudolf Klein, Professor Philip Rhodes and Professor Alan Williams.

Those interested should notify Robert Maxwell, preferably with a CV, by 1 June, 1985.

Dar Al-Handasah Consultants
(Shair & Partners) (UK) Ltd

MECHANICAL ENGINEER

Dar Al-Handasah Consultants, a multi-disciplinary international consultancy requires a Mechanical Engineer with suitable qualifications and a minimum of 10 years experience in Government workshops, to assist a government agency in preparation of field inspection and servicing schedules and the design of related training curricula.

The successful applicant will be familiar with the maintenance and repair of earth-moving equipment and vehicles. Experience of procurement and technical specification preparation and bid analysis for construction equipment is also desirable.

The position will be a six- to eight-month contract (with possible extension for two years) with the usual overseas benefits.

Please apply in writing, enclosing details of qualifications, experience and current salary to:

DAR AL-HANDASAH CONSULTANTS
(Shair & Partners) (UK) Ltd,

91, New Cavendish Street, London W1M 7FS

Careers in the West

...where you'll find the best of both worlds. A superb environment in which to live and work, and an area which is fast becoming recognised as a centre of technological and commercial achievement.

Manager

Design and Development up to £20,000
For a small yet well established and extensively resourced high technology company. You'll be responsible for the overall design and development of a range of electro-mechanical products; areas of involvement will encompass all aspects of soft and hardware and interfaces, together with tooling and product launch.

Management experience in a product development environment, backed up by a relevant software or electronics qualification, is essential and a knowledge of real-time systems and U.K.s would be an advantage.

Commercial Manager

substantial 5 figure salary + car
This is a superb opportunity for a suitably experienced sales professional to take overall control of the vital sales/commercial function. The company is an aggressive, fast growing £2 million subsidiary of a major UK Group, specialising in hot press moulded GFR.

As a key member of the executive team, you'll be negotiating at the highest level as well as providing inspired leadership, motivation and control. Extensive sales and commercial skills ideally gained with a supplier to automotive OEMs are essential, and knowledge of polymer-based products would be advantageous.

Technical Support Manager

Telecomms c.£17,000 per annum + car
For a major international manufacturer of advanced telecommunications and datacomms equipment. This is a senior position leading a team of engineers responsible for the installation and commissioning of advanced electronic telecommunications products. Responsibilities include the management of new products undergoing field trials, liaison with customers on maintenance issues, the establishment of a project engineering activity, as well as the installation of equipment at exhibitions and seminars.

Probably from a field service management background, you should have extensive telecommunications experience coupled with a qualification to HNC level in Electronics or a related subject, and knowledge of both analogue and digital circuitry.

All vacancies offer excellent benefits packages, relocation assistance and genuine prospects.
Interested? Then telephone or write to Andrew Durnell, Travel Executive Appointments, 14 Southgate Street, Gloucester GL1 2DH, Tel. Gloucester (0452) 415678.

**Travel
Executive**

Aguecheek Limited

Exclusive high fashion store opening in London West End in July requires the following personnel:

GENERAL MANAGER/ESS

Applicants will have had professional experience in a senior retail managerial position. They will be self motivated and highly profit conscious.

This position will offer a very attractive salary and profit sharing.

MANAGER/ESS

Applicants will be experienced in high fashion merchandise.

Attractive salary offered.

All applicants should send C.V. to:

CORINNE LORIC

8 Smith Street, London, SW3 4EE

GENERAL APPOINTMENTS ☎ 01-278 9161/5

Blue-Chip Financial Opportunities

Corporate Finance & Venture Capital

Corporate Finance Manager c£25,000+benefits
A long established and successful Merchant Bank wishes to recruit an experienced, legally qualified executive. The appointed applicant will be currently working for a leading Stockbroker or Merchant Bank, and will be seeking a more demanding and challenging role. The ability to lead a team dealing with a wide range of corporate finance work is essential. Promotion prospects are excellent.

Venture Capital Trainee c£17,000+bonuses
An established and highly successful specialist company involved in venture finance and development capital, seeks a recently qualified Chartered Accountant to develop their analytical skills and to exploit their deal-making and entrepreneurial potential. The firm's client base is diverse with a present emphasis on high technology start-up situations. The position offers a highly attractive remuneration package and excellent career opportunities.

Corporate Finance Executive c£16,500+benefits
One of the UK's leading Accounting Houses requires recently qualified Chartered Accountants or Lawyers to join its established and highly profitable corporate finance department. The successful applicants will work in a highly demanding environment, being involved, at an early stage, with acquisition and merger studies, share floatations, corporate advice etc. The benefits and promotional prospects offered, combine to present a highly attractive opportunity for the selected applicants.

Candidates interested in the above mentioned challenging opportunities should contact Neal Wyman ACA, Manager, Corporate Finance Division, at Michael Page Partnership, 23 Southampton Place, London WC1A 2BB quoting ref. T1485, or phone 01-404 5791. He will be pleased to offer informal career guidance in this specialist area.

Industry & Commerce

Accounting Manager to £18,000+benefits
Our client is a young, fast expanding City based company with significant interests in securities trading. They seek a qualified ACA to make a positive contribution to profitable growth with specific responsibility for financial accounting/reporting, sophisticated management/risk monitoring information and internal advice at director/senior manager level. Candidates, preferably with some exposure to the securities industry, should be aged 25-30, with the potential to succeed in a progressive environment.

Assistant Financial Controller to £18,000+car
A London based British oil company seeks a qualified accountant, aged 27-30, to become actively involved in corporate decision making and development. Responsibilities will include, statutory management reporting and ad hoc project assignments, using computer facilities where applicable. Candidates should have at least 3 years p.a.e. ideally gained in the oil industry. As an integral member of a small but highly motivated team you should be able to work under pressure to strict deadlines.

FA to Financial Director c£16,000
An exceptionally successful U.S.M. quoted public relations/communications group offers an exciting career challenge to a recently qualified ACA. The group's clients are mainly City based, resulting in various investigations and project assignments, interfacing with the presentation of management and financial accounting information. To maintain their effective market expansion the successful applicant will possess excellent communication skills in dealing with the client's senior, and often non financial, executives, concentrating on business expansion and potential U.S.M. floatations.

For further information on these or other assignments we are currently handling, contact Mark Brewer on 01-242 0965 or write to him, quoting ref. T7485, enclosing a comprehensive curriculum vitae, at Michael Page Partnership, 31 Southampton Row, London WC1B 5HY. Strictest confidence assured.

Taxation Career Opportunities

Taxation Advisor c£21,000+car
Our client, a major international oil company, requires tax specialists for its UK tax department based in Central London. The successful candidates will undertake tax planning and advisory work which will include involvement in corporation and oil tax. Applicants for this position should be ACA's or Inspectors (principal) with first class academic and examination records. Oil tax experience is not required.

Tax Consultant £15,000-£22,000+car
Our client is a leading international firm of Chartered Accountants providing a comprehensive taxation service for both corporate and personal clients.

The tax department is organised in small groups and deals, almost exclusively, with consultancy work ranging from international corporate mergers to personal tax for executives. Applications are invited from young, graduate ACA's, Solicitors, Barristers or Revenue Inspectors with commitment, drive and a high level of intellectual ability.

Tax Specialist c£16,500
Our client is a heavily tax-biased medium sized firm of Chartered Accountants in London's West End.

They have an opening for an ACA (Qualified December 1983 or July 1984) with a solid grounding in taxation. The role involves compliance and planning for a wide range of corporate and private clients. There is no limit to promotion within the firm.

To find out more about these positions or for an informal career discussion, please contact Peter Morris or Lindsay Sugden ACA on 01-405 0442 or write, quoting ref. T3485, to The Manager, Taxation Division, 31 Southampton Row, London WC1B 5HY. Outside office hours telephone 01-373 0229. Strictest confidence assured.

Public Practice Overseas

Considering working in the USA or Canada during 1985?

Competition for these areas will be as intense as ever and by concentrating exclusively on these locations you could miss the opportunity of a secondment overseas altogether. Why not consider some alternatives?

Caribbean to £33,000 tax free
Outstanding opportunities exist for newly and recently qualified ACA's to develop their careers in the beautiful surroundings of the Bahamas, Barbados, the Cayman Islands, Curacao, or Jamaica as well as Bermuda.

Middle East to £26,000 tax free
The foremost firm of chartered accountants in the Middle East are seeking a number of audit seniors and supervisors for their offices in Saudi Arabia, Abu Dhabi, Dubai, Qatar, Kuwait, Jordan and Oman.

Australia £15,000 package
Major firms in Sydney, Melbourne, Perth and Adelaide require young chartered accountants for major systems based audit assignments. Candidates from a general practice background will be considered depending upon the nature of their experience.

Candidates interested in finding out more about these and other alternatives overseas should contact Charles Macleod or Adrian Barrett on 01-405 0442 (evenings/weekends 01-263 9165) or write to them, quoting ref. T4485, at Michael Page Partnership, Public Practice Division, 31 Southampton Row, London, WC1B 5HY. Initial discussions can be held either at our offices or locally (outside working hours if necessary).



Michael Page Partnership
International Recruitment Consultants
London Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney

PROJECT MANAGERS

A career to match your ambition

£18-28,000+car

Seeking a career move which will broaden your experience, develop your business and technical skills, and offer an exciting challenge?

Then consider Management Consultancy with one of the leading UK firms (in either London, Birmingham or Manchester), advising some of the country's most successful and innovative enterprises.

Our activities are diverse. But, increasingly, we're being called on by clients to advise and assist at the highest level with the management of substantial projects, ranging from sophisticated systems development to establishing new computer centres.

It's demanding, creative work with high personal rewards. And not simply in terms of salary (which can start at up to £28,000) and job satisfaction.

We also offer tailored training, excellent promotion prospects in a dynamic and professional environment, and the opportunity to work with specialists from other business areas.

Rapid expansion means we now seek additional graduates aged 20-37 with an impressive track record, particularly as a Project Manager or Leader. Significant involvement in at least one substantial (20+ man years) project is essential. This experience could have been gained with a major manufacturer, software house, or a large installation.

Take another step towards matching your ambition. Send full personal and career details (stating preferred location and daytime telephone number) to Jane Kirby, quoting reference 1444/C on both envelope and letter.

Deloitte Haskins & Sells
Management Consultants
128 Queen Victoria Street, London EC4P 4JX

Commission for Local Administration in Wales

APPOINTMENT OF WELSH LOCAL OMBUDSMAN

Mr D. E. A. Jones, Commissioner for Local Administration for Wales is to retire on 30th of September 1985. In accordance with section 23 (4) of the local government act 1974 the Secretary of State for Wales will, after consultation with the Representative Body of Local Authorities recommend a successor for appointment by Her Majesty the Queen.

The Welsh local ombudsman role is to investigate allegations of injustice caused by the mal-administration of local authorities, police authorities and water authorities in Wales. His office is at Bridgend.

Persons interested in being considered for the post or wishing to suggest a name or names for consideration should write in confidence by 20th of May 1985, to:

The Permanent Secretary,
The Welsh Office,
Cathays Park,
Cardiff CF1 3NP

Considering a move to a more challenging and rewarding environment? An international investment management company is seeking an

Investment Management and Unit Trust Administrator

with sound experience in international securities settlements, dividends, bearers' rights and portfolio valuations. You will play a major role in organizing the Department at its inception. The position requires an ambitious flexible individual capable of expanding with the position. Full C.V. and salary requirements to

Box 0901 W, The Times

NATIONAL TRAINING MANAGER

ACA's 27-33 £16,000 - £19,000 p.a. (with car option)

Our client is a fast growing medium sized national firm of chartered accountants seeking to recruit a National Training Manager to take responsibility under the National Training Partner for staff training at all levels from student to partner. As well as technical and staff development training, the role will also comprise elements of student counselling and recruitment plus an allocation of time to maintain around 20% "hands-on" audit responsibility.

Candidates (male or female) should have a good academic and professional examination record and be able to demonstrate at least eighteen months' training experience in a medium or large firm of accountants or in the private/public tuition sector.

For more information please contact George Ormrod, B.A. (Oxon) or Tim Foster, B. Comm. on 01-836 9501 or write with your C.V. to Douglas Llambras Associates Limited at our London address quoting reference number S181.

410 Strand, London
WC2R 0NS
Tel: 01-836 9501

DOUGLAS LLAMBRAS
Douglas Llambras Associates Limited
Accountancy & Management
Recruitment Consultants



Corporate Banking Opportunities

US Investment Bank
Salary to £25,000+benefits

Our client, a leading New York investment bank seeks to recruit an associate to support their rapidly expanding corporate banking team. The successful candidate will be responsible for marketing a variety of products to UK and European companies. Applicants, aged 25-30, will have an MBA or equivalent financial qualification and a minimum of 1/2 years' experience. Excellent career prospects.

Please contact Jonathan Williams or Andrew Stewart on 01-404 5751; or write, enclosing a comprehensive cv, to the Banking and Finance Division, 23 Southampton Place, London, WC1A 2BB, quoting ref. 3488.

UK Merchant Bank
Salary £16-20,000+benefits

Our client, a major UK accepting house, has several opportunities for high calibre executives in their fast-growing finance division. The roles require the ability to identify, structure and negotiate a wide range of transactions within the UK corporate sector. Applicants, aged 24-28, should be graduates/MBAs with 2/3 years' experience within the banking sphere.



Michael Page Partnership
International Recruitment Consultants
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The technology explosion...

...it can lift you or leave you behind - training makes the difference.

In all areas of industry and commerce, in countries throughout the world, the dramatic effects of new technology developments multiply at an ever increasing rate.

These countries - and those individuals - which learn to harness these technologies now will be the ones which ensure their future prosperity. In Britain, current trends indicate that even by 1988 we will need an additional 7,000 technologists if we are to keep pace with the technology race.

In conjunction with some of the country's leading universities, polytechnics and colleges the Manpower Services Commission has developed a range of high-level training programmes to enable scientists, engineers and technologists to break through frontiers of new technology and grasp new opportunities.

It is for these people that there is now the greatest need in many fields - from medical research and aerospace through computer and electronics companies to light and heavy industries. So we're making it easy for you to take a course, lasting approximately one year, which will help both your career and your country.

To qualify you must have an appropriate degree or HND/C and have been out of full time education for 2 years. To receive an information pack on our selected high level courses, simply complete and post the coupon.

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Please send me the information pack on your selected high level courses. I hold an HNC or above (or equivalent) in a related subject.

Name: _____

Address: _____

MSC Manpower Services Commission

GENERAL APPOINTMENTS ☎ 01-278 9161/5



Are you a young, career-minded

CORPORATE FINANCE EXECUTIVE ACCOUNTANT ACTUARY

now wishing to discuss and establish your career move with people who know the recruitment business?

If so, we should like to talk with you in complete confidence. We currently have vacancies in these categories in the U.K., Europe and overseas. We look forward to hearing from you, quoting reference TT.CAA 70 on 01-588 3588 or 01-588 3114, or write to us direct:

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Collections Manager

Citibank Savings, a well-known subsidiary of one of the world's largest banks, provides a comprehensive range of innovative services including hire-purchase, personal loans, mortgages, insurance and retail credit cards. Our rate of expansion is certainly impressive and now it has created a challenging opportunity for an experienced Collections Manager to join the unit handling the collection process for a major chain of department stores in the London area.

Probably aged over 30, you are likely to have gained your considerable experience of credit card collection in a similar environment and will certainly possess excellent communication skills.

Your rewards will include an attractive salary and a generous package of benefits including sick leave, pension and staff loan (after a qualifying period) and a non-contributory pension scheme. In addition, you will enjoy all the prospects of further career development within one of the most progressive companies in the financial community.

Please write with full details of your career to date to Nigel Rogers, Personnel Manager, Citibank Savings, St Martin's House, Henriques Street, London W1N 5BW.

Citibank Savings

London

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Sell a product with
the impact of a computer!

During the past year our client's innovative products have been making an enormous impact in business, industry and the professional and public sectors - in fact everywhere where people need to communicate quickly. In the process they have added further to their reputation as a leading name in high technology.

Following an outstandingly successful marketing operation in the London area, they are now poised to enroll one of the most exciting projects the length and breadth of the U.K. With products enjoying the same impact as the computer, and projected as the biggest selling idea of the decade!

Your high standing as a Sales Professional, your track record and your performance as a professional business sales environment are the essential qualities we're looking for in our Client's new sales teams for Bristol, Manchester and the Home Counties.

For the entrepreneurially-motivated sales professional, looking for the new trends and innovative marketing opportunities this is a

unique offer. This is the moment when you decide that second-best isn't good enough. You'll be part of an exciting, growing, multi-million pound market during the next five years.

Selling to all sizes of customer from small businesses to large organisations, you'll need the drive and ability to create your own leads and convert them into sales and advertising. Here is the opportunity to move into really big business - first the offer you can't afford to ignore. You certainly can't ignore the attractive remuneration package which includes on-target earnings of £22,000 pa, company car, over 5 weeks' annual holiday, pension and free life insurance.

Please write with CV to the first instance to Moxon, Dolphin & Kerby Ltd, 178-202 Great Portland Street, London W1N 5TB, quoting ref. DT/4261/TL.

**MOXON
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& KERBY LTD**

Business Affairs Administration Manager

CBS Records, the highly successful UK subsidiary of one of the world's largest corporations in the entertainment field, manufactures, markets, sells and distributes an extensive range of records and tapes. We are seeking a professional business administrator to complement our Business Affairs department, which is staffed by qualified solicitors with the responsibility for negotiating 3rd party agreements/contracts with Artists, Producers, Publishers and other record companies. The Business Affairs administrator is also responsible for the Company's recording budgets, tour budgets, studio budgets etc.

As Business Affairs Administration Manager you will negotiate agreements and prepare financial information for senior management on matters handled by the Business Affairs department as well as being

involved with the preparation of tour budgets and booking overseas Artists. There will also be opportunities for occasional overseas travel.

In your late 20s you will have a strong background in finance with possibly a professional accounting qualification. In addition, an understanding of recording schedules and studio booking will be a distinct advantage.

As this is a key appointment within our organisation, we do not anticipate salary being a problem for the right individual and the package of benefits is extremely attractive.

Please write, enclosing a detailed CV, to Phyllis Morgan, Personnel Manager, CBS Records, 17-19 Soho Square, London W1P 6RE.

☎ CBS RECORDS

Based London W1

Personnel Opportunity in The Offshore Industry South West London



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Brown & Root (UK) Limited are world leaders in the Design, Project Management and Construction of Offshore Platforms and related facilities. The Company employs nearly 2,500 professional, technical and support staff in the UK and Western Europe.

Personnel Officer Expatriate Administration

To support projects both in the UK and overseas we need a Personnel Professional to specialise in the field of expatriate remuneration and administration.

The position requires a professional with 3-4 years' personnel experience with some specialisation in compensation analysis.

Applicants should be numerate with the ability to solve problems with both employees and managers who may be either degree or IPM candidates who will take advantage of the scope for future career development.

The job involves the provision of a personnel service covering both foreigners working in the UK and UK staff in overseas assignments. Duties will include research into expatriate remuneration policies and the administration of expatriates on overseas assignments.

The Company offers competitive starting salaries, paid overtime, a non-contributory pension and free life insurance. Relocation assistance will be offered where appropriate.

Please write with full CV quoting current salary, to Kate Price, Personnel Supervisor, Brown & Root (UK) Limited, Brown & Root House, 125 High Street, Colliers Wood, London SW19 2JR. Tel: 01-540 9300.

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THORN EMI, the largest consumer electrical company in the U.K. is expanding its Central Research Laboratories to meet the demand for tomorrow's products. We are seeking Graduate Engineers and Scientists to work in our New Laboratory Complex which houses one of the world's most innovative research establishments and is situated in the high technology centre of south east England.

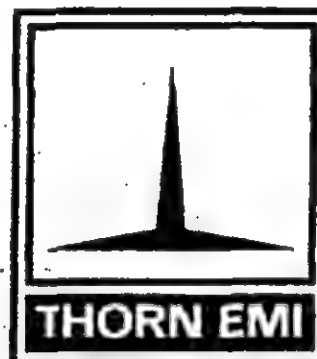
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exist in

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Very attractive salaries and conditions of employment with excellent prospects for career development are offered to those who can make a significant contribution to the research in these, or any other disciplines. For further details please contact our Personnel Manager, Harry Hogg quoting ref TT/106.



THORN EMI Central Research Laboratories

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INFORMATION SERVICES ASSISTANT

Regent's Park £14,000-£18,500

This is an excellent career development opportunity for an individual to join a major international professional service organisation.

The position involves the provision and organisation of a wide variety of services which include computing, membership list control, information retrieval systems and statistical reporting. This responsible post involves deputising for the head of Information Services.

The ideal candidate will be a graduate with experience of similar projects probably gained within a management services department. The ability to communicate effectively both verbally and in writing is required together with the flexibility to respond effectively to a variety of requests for information and support.

The conditions of service are above average and include a generous holiday allowance, excellent pension scheme and BUPA. For a confidential discussion contact our London Office on 01-363 0981 or send your C.V. quoting reference S1/1104 to

Myriad Appointments (London) Ltd,
30 Fleet Street,
London, EC4Y 1AA.

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Secretarial and Managerial Skills Business Trainer Australasia and the Far East

International, well-established conference and seminar organisation seeks a full time Lecturer for Public Seminars on Secretarial, office and business skills.

The post is based in Hong Kong or Singapore and entails up to 8 months a year travel.

The successful candidate will:

- ★ Develop managerial skills programmes using A/V Aids.
- ★ Write supporting Documentation.
- ★ Deliver 2-3 Day events over 2/3 month tours.
- ★ Promote and execute "in-house" Training.

This opportunity will attract a proven performer, probably a person aged between 27-37 who is keen to expand her/his career and experience internationally.

In addition to a worthwhile salary all accommodation and travel expenses will of course be paid. Qualified candidates are invited to send their C.V. Details of programmes developed / delivered and a photograph to our London Office.

Interviews will take place in London, preferably before May 22nd. Applications to:

The Managing Director,
I.I.R. Limited,
44 Conduit Street,
London W1R 9FB
Telephone 01-434 1017

RESEARCH SCIENTISTS

Applied Mathematics Control Engineering

Topexpress Limited is a scientific and computer consultancy which was established in Cambridge in 1978 in order to carry out research and consultancy services in the applied sciences. The company employs thirty post-doctorate, scientific staff. Current projects include the active control of vibration and low-frequency noise, acoustics, structural dynamics, fluid mechanics, signal processing and other research and development work of direct interest to high technology industries.

The company is seeking two research scientists to join a small but growing team of mathematicians and engineers who are developing novel systems for the active control of noise and vibration. This research and development programme is aimed at improving the understanding of the fundamental limitations on such control systems and designing them to approach those limits in practice.

We are looking for self-motivated scientists who are able to initiate new lines of study in new research fields. Other characteristics we will be looking for include the ability to achieve results within a specified time and budget as well as a high level of creativity. We also require high academic attainments, preferably a PhD in either applied mathematics, control engineering, digital signal processing or related fields.

The company is going through a period of expansion and can offer an environment which is both stimulating and creative. Employees are encouraged to publish research findings and maintain close links with university departments. We offer a generous salary with benefits, including a profit share.

To apply send your curriculum vitae or telephone Colin Ross, Topexpress Ltd, 13/14 Round Church Street, Cambridge. CB2 8AD. Telephone (0223) 355427.

Data Processing Manager

NCR System 9300

WEST AFRICA c£35,000

We are seeking an experienced professional to manage the DP function, based on a recently installed NCR System 9300, which provides management information for our client's major business on 3 sites.

The successful candidate will have a small team of Analysts and Programmers and be responsible for all operational matters relating to the company's computer based systems, liaising as necessary with specialist staff at the Group's UK Head Office.

Applicants aged 30-45 must have at least 5 years experience (2 at supervisory level) with NCR equipment. Preference will be given to candidates who have good practical experience of operating systems ITX and IXX. The ability to train staff and previous overseas experience is desirable.

REWARDS: Salary is for discussion and will be equivalent to c£35,000. Excellent expatriate benefits are available.

Applicants please write or telephone in confidence

Ref: 792

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To oversee and co-ordinate all aspects of the Embassy Housing Programme which includes approximately 170 leased and 84 owned properties.

Main duties are locating new properties, recommending those which should be retained or surrendered, negotiating, planning and projecting Embassy's future housing and household furnishing needs and supervising staff.

Applicants must have 6 to 8 years progressively responsible experience in Real Estate Management. Preference will be given to those candidates with a degree or further education in Contract Law or Estate Management.

An excellent working knowledge of British Housing and Rent Acts and familiarity with the current London Real Estate Market is required. Good communication skills, both oral and written and effective negotiating skills are essential.

Hours 9am - 6pm, Monday to Friday.

Starting Salary £12,956 per annum rising to £14,887 after a year's satisfactory performance, subject to approval.

To apply send full details of qualifications and working experience to:

PERSONNEL OFFICE, AMERICAN EMBASSY
24 GROSVENOR SQUARE, LONDON W1A 1AE

GENERAL APPOINTMENTS ☎ 01-278 9161/5

Electronic Design Engineers

Develop your abilities with the world leaders in sonobuoy technology.

Dowty Electronics Communications Division has an enviable position as one of today's real-growth high tech companies. With a stated objective of major expansion and development of underwater acoustic expertise, we intend to build upon our sonobuoy lead and our 30 years of experience in anti-submarine technology to achieve the foremost underwater acoustic design capability in the UK.

To this end we are building up our teams of leading professionals in West London and now are looking for a major input of Electronic Design Engineers with at least 2 years' experience in one or more of these specialist areas.

DIGITAL DESIGN

- signal processing for sonar related systems.
- signal decoding and interface systems.

ANALOGUE DESIGN

- radio frequency applications.
- low frequency audio circuits, filters, hybrids.
- low frequency high power audio amplifiers.
- audio multiplexing circuits.

SYSTEMS DESIGN

- sonar systems, underwater data links.

SOFTWARE DESIGN

- development of mathematical models of sonar and underwater systems.

TRANSDUCER DESIGN

- underwater transducer design fabrication and measurements.

You'll be part of a division at an exciting stage of development. We have a number of major projects in the design stage and prospects for electronics design engineers have never been better at our well-equipped West London headquarters. You can expect a highly competitive salary and benefits.

To discuss career opportunities in confidence, please phone Gavin Rendall on 01-578 0081 during office hours until 6.00 pm. Or write for a recruitment package quoting reference 85/10 and enclosing your CV to him at Dowty Electronics Limited, Communications Division, 419 Bridport Road, Greenford, Middlesex UB6 8UA.



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F.T. AUGUST, 1984

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And the story continues

For rather than resting on our laurels we're actively searching now for high calibre individuals to market an exclusive investment concept in the financial services field:

Possible earning in excess of £30,000 per annum (Commission).

Ring Ian Kirkwood on

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Young Accountant Control your Future Hi tech oil industry

Here is an ideal opportunity to take on a really responsible position and to make your first move towards management.

This expanding, high technology oil exploration company is reorganising its complete accounts function to handle the complexities and opportunities associated with being a leading player in its field on an international basis. A mainframe based accounting system package has just been installed and is operational.

A young and active accountant, you will play a major role in this reorganisation and in ensuring its success. Responsibilities will include financial and management accounts, supervising the small accounts department, developing company planning and budgeting and further management information

systems. You will be given full management support and backing in achieving these objectives.

You are a professionally qualified accountant with one or two years' experience in a busy commercial environment. You are ambitious, outgoing and, above all, fully confident of your ability to succeed and excel. Salary will be determined by the calibre of the successful candidate. The benefits package is excellent and contains the opportunity for bonuses and share participation. The location is Kent, approximately 1 hour from Central London.

Please write with full details, including salary requirements, to David Watt of Cripps, Sears and Associates Limited, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6LH. Tel: 01-404 5701.

Cripps, Sears

Tele-Sales Supervisor

We are manufacturers and distributors of hygiene products. Do you have the qualifications to become a successful supervisor in our new Tele-Sales department?

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You are a creative sales person who has the determination and attitude to succeed in all aspects of man management as applicable to a sales orientated department.

Is It You?

Telephone 01-541 3033 and speak to Sandra Procter.

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Tel 01-541 3033

AT ALLIED HAMBRO, FINANCIAL MANAGEMENT CONSULTANCY IS NOT A TERM WE USE LIGHTLY

You may well have seen vacancies for financial management consultants advertised and have perhaps wondered what exactly this entails. In a lot of cases it means selling Life Assurance, Pensions and Investment Plans. However, at Allied Hambro Financial Management it means a lot more.

We are in a unique position to offer our clients a complete integrated range of financial services including Portfolio Management and Banking Services as well as sophisticated investment and pension plans.

Consequently, we are a place to go for people with ability, determination and a genuine interest in financial management. We are currently looking for people to join our team. In addition to a training programme considered to be the best in the industry you would receive financial assistance and full administrative back up. Average earnings were £17,000 during 1984.

Telephone any of our management team for an appointment: Andy Barton, Lorna Stewart, Michael Shaw on 01-531 1813.

ALLIED HAMBRO

Retired Executives

We urgently need to recruit a force of volunteers with a senior executive background to form high level influential fund-raising committees throughout the country. We are particularly seeking volunteers in: Berks; Cambs; Cornwall; Derbyshire; Devon; Dorset; Co. Durham; Leics; Lancs; N. Somerset; N. Wales; N. Yorks; Shropshire; Staffs; West Sussex; Wilt; Wiltshire and also parts of Wales.

The men and women we are seeking will have worked at senior level in industry, the professions, commerce or in Government service. They will have an outgoing personality, enormous enthusiasm and well developed communications skills. Whilst this work is voluntary, involving about two days a week, all normal expenses will be reimbursed. The real reward will be the enormous personal satisfaction of bringing to fruition a vital part of the Charity's objective.

Please write to Ian Ventham, Help the Aged, St. James's Walk, London EC1R 0BE. If available, a CV would be most helpful. Local interviews will be arranged at which work options will be fully explained.

Help the Aged

THE CITY UNIVERSITY ACADEMIC REGISTRAR'S DEPARTMENT

ASSISTANT REGISTRAR

Applications are invited from graduates with experience of university administration for the post of Assistant Registrar in the Senate Services Division. The person appointed will be responsible, under the Deputy Academic Registrar, for the wide range of duties of the Registrars of Senate and associated administration. The post would suit an ambitious graduate willing to work to a high level of personal responsibility.

Salary will be within the range £12,800 to £18,150 per annum inclusive.

ADMINISTRATIVE ASSISTANT

Applications are invited for the post of Administrative Assistant in the Registry. The principal duties of the post include responsibility for the student record, registration of students and the preparation of statistical reports. The post would suit a graduate willing to begin a career in university administration. Salary will be within the range £7,800 to £11,500 per annum inclusive.

Applications forms and further information may be obtained from the Academic Registrar's office, The City University, Northampton Square, London, EC1N 4PB. Telephone 01 253 4355, extension 3025. Closing date for applications 17th May 1985.

In not more than a thousand words describe how this job in IBM is so special.

You could? Brilliant.

You see, there isn't really a title we can give to the person we're looking for: 'Communications Specialist' perhaps. Or 'Publications Co-ordinator'. The words, though, lack weight.

Let us just say that you'll be responsible for a wide range of IBM publications. From the Annual Review (just about the single most important publication within the organisation) to a variety of top-quality brochures and promotional material.

Needless to say, the job is very high-profile indeed. You'll be operating throughout the IBM organisation, travelling up and down the country, working closely with IBM employees at every level.

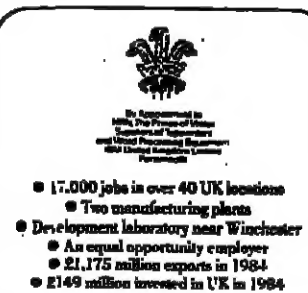
By background, you'll be a talented writer, with experience of editing. Also, you'll have an eye for design. You'll know how and whom to commission for photography and freelance writing (within precise budgets). You'll have a keen business sense and, hopefully, already be familiar with the computer industry.

Basically you'll have a track record that is impressive. Maybe you hail from a journalistic background, certainly you have a degree. Ideally, you're in your early thirties.

A tall order? It's a big job.

Write to or phone for an application form: Valerie Witts, IBM United Kingdom Limited, PO Box 41, North Harbour, Portsmouth, Hants PO6 3AU. Tel: Portsmouth (0705) 321212 extension

Please quote ref:



IBM

GENERAL MANAGER

West London

Salary £ negotiable

We are an expanding Food Distribution Company located in West London and are seeking to recruit a General Manager (preferably with experience in the industry). Ideally aged 30-40, the successful candidate would need to display the following qualities:

- ★ Ambitious and hard working
- ★ Flexible but well disciplined
- ★ Self motivated
- ★ Commercial flair and acumen

Please apply:

Box 2824Y, The Times

If you are

- 30-40
- Principal/Assistant Secretary/Special Adviser grade (or equivalent experience)
- Keen to help organisations in their dealings with Government

We want you. Westminster firm specialising in public policy and legislative research and consultancy seeks highly skilled senior executive to work with great personal initiative on a range of issues spanning all departments. Attractive salary and friendly working environment. Only those capable of meeting the highest professional standards should apply (in confidence).

Box 0598 R The Times

Manufacturing Company Finance and Administration

Accountant with general management experience for a light engineering company (turnover c £3 million) located in south east England to be initially responsible for all financial and management accounting requirements, estimating and inventory control including control of materials purchases. It is envisaged that the holder of this post will demonstrate his capability to become general manager within four years.

Salary package negotiable at around £16,000 p.a. Please reply with c.v. to Box 0822 W The Times.

THE WORSHIPFUL COMPANY OF FURNITURE MAKERS

Due to the retirement through ill health of the present Clerk, The Worshipful Company of Furniture Makers are seeking a successor.

This is a part time occupation which involves Corporate and Charitable Work.

Knowledge of the Ceremonial of the City of London is desirable as is office accommodation near to the City. Please apply enclosing Curriculum Vitae to: Mr. M.L., The Master, The Worshipful Company of Furniture Makers, 26 Manchester Square, London, W1M 6EU marked "Personal".

Diving and the Royal Maritime Auxiliary Service

Chief Adviser

The RMAS is a civilian manned, non-registered fleet which provides a wide variety of marine support to the Royal Navy, and is run by the Director of Marine Services (Naval).

As Chief Civilian Diving Officer you will be the senior professional adviser to DMS/NO on most aspects of Civilian Diving which includes mooring and salvage operations and diving equipment and installations. You will also be responsible for conducting inspections, having regard to diving regulations including health and safety and will provide professional advice on civilian divers' personnel matters. The duties involve considerable travel including some visits overseas.

You must have a recognised qualification in air diving and it is essential that, in addition to practical experience in air diving at 50m, you possess experience in the operation of compression chambers and the treatment of all forms of compressed illness. You must also have a thorough knowledge of the Health and Safety at Work (Diving) Regulations 1981 and be acquainted with all aspects of saturation diving.

Salary (under review) £10,480-£12,770.

For further details and an application form (to be returned by 24 May 1985) write to Civil Service Commission, Alconon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 465561 (answering service operates outside office hours). Please quote ref: T/6526/L

Ministry of Defence

The Civil Service is an equal opportunity employer.

GENERAL APPOINTMENTS

☎ 01-278 9161/5

Recruitment Consultants

Michael Page Partnership is part of a U.S.M. group involved in executive selection, recruitment, advertising, marketing and public relations.

We wish to appoint several consultants for our professional recruitment divisions. Candidates should be graduates, aged 23-28, articulate, presentable, ambitious and capable of reaching a management position within the group in 2 years. A professional accounting background is essential and qualifications would be of interest.

An excellent remuneration package includes high basic salary, profit share, employee share scheme, private health care and a company car after 12 months.

Contact Peter Morris on 01-405 0442 or write to him at Michael Page Partnership, 31 Southampton Row, London WC1B 5HY. Out of office hours contact 01-373 0229.



Michael Page Partnership
International Recruitment Consultants

London Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney

MANAGING DIRECTOR (High Technology)

For established and well-funded high technology private company specialising in advanced electro-optic and spectroscopic equipment. This has been mostly supplied to the academic community but we are now looking for an increased industrial and defence base.

In addition to a proven track record in sales and marketing high technology equipment, the successful applicant will need to have high motivation to achieve ambitious growth targets, sound appreciation of financial matters, knowledge of batch production methods and experience in general management. Preferred age range 35-45. MBA or equivalent qualification desirable.

This senior position offers a five figure salary commensurate with the position, company car and attractive share option scheme.

Apply: Dr. M. A. West,
Applied Photophysics Ltd.,
20 Albemarle St.,
London W1X 3HA.

QUANTITY SURVEYORS

Long-established professional firm with expanding interest in many facets of the building and construction industry seeks applications from experienced quantity surveyors for interesting short or medium term appointments in the UK and several overseas locations.

Apply Box No. 0187 W, The Times.

ACCOUNTANTS BOOK-KEEPERS AUDITS/TAX STAFF

For the best temporary assignments call Barbara Kerton at

H.W. Task Force Ltd.,
118 New Bond St., W1,
493 9441 open late tonight.

PRESTIGIOUS CITY OFFICE

requires a Protocol/Office Assistant, aged 21-30 years, salary £5,000 - £7,000 depending on the applicant's experience and education.

Kindly contact Mr. Haim or Mr. Islam at 01 623 8065 during office hours.

A QUALITY OPPORTUNITY

Swiss Company specialising in international Portfolio Management seeks experienced additions to its London based sales team.

Send full details to Box No. 2521 R, The Times.

Strict confidence observed and all replies answered.

Sales Executives

c.£27K OTE + Car Cambridge and
c.£12K Basic Thames Valley

"A New Opportunity with a Market Leader"

Voice Input is the market leader in continuous speech recognition and response systems - one of the most exciting and fastest growing sectors of the computer industry. This young, dynamic company is now seeking sales professionals who can meet the challenge of an evolving market.

We seek a proven track record in computer or communications product sales, ideally with a strong technical background and experience of managing major accounts. If you have the initiative and commitment to succeed, Voice Input will provide the opportunity, the product and the rewards.

For more details or simply an informal and totally confidential discussion, ring me, Malcolm McConachie, on (0480) 301852 or (0734) 415233 now. Alternatively, send me your CV.

Voice Input Ltd, 7 The Quay, St. Ives, Cambridge.

VOICE INPUT

HEAD OF CORPORATE PLANNING

ACA/MBA Late 20's

c.£20,000 + car and bonus

Our Client, a profitable and progressive international manufacturing Group (TVO c.£500m.) seeks a Head of Corporate Planning based at their small and closely integrated Corporate Headquarters on the western outskirts of London. It is envisaged that within 12 months the successful candidate will assume responsibility for corporate development.

Candidates, probably aged 27-30, will either be CA's or MBA's with a good first degree, experience in a sophisticated planning or financial environment, the judgement and personality to relate effectively to senior Executives both internally and externally, together with the desire to establish a career in industry. A reasonable command of French would be a decided asset.

Confidentiality is assured until the job description has been discussed with candidates at interview. Relocation assistance will be considered and the employment conditions include BUPA and a non-contributory pension.

Please send detailed CV to include current salary to Christopher Garth at:

D. BRYAN ANDREWS ASSOCIATES
Executive Search and Management Selection
St. Martin's House, 29 Ludgate Hill, London EC4M 7BQ.



A Worldwide Reputation for Excellence

DIRECTOR OF CONTRACTS
UP TO £30,000 + CAR

The Company

CACI is an international professional and high technology services organization with clients in government and commerce. Founded in 1962, CACI is a leader in information systems, proprietary software products, and information products and services. CACI client markets include defence, communications, transportation, financial institutions, retail and other sectors of public and private enterprise.

The Opportunities

The Director of Contracts will report directly to the Managing Director and be responsible for:

- Structuring the business arrangements with commercial clients
- Negotiating business terms and prices with client companies
- Writing and negotiating complex commercial agreements (e.g., consulting, licence, royalty)
- Reviewing all business proposals submitted to clients
- Monitoring the corporate legal functions of the Company
- Overseeing the administrative functions of the Company

The Qualifications

The candidate we are searching for will possess the following minimum qualifications:

- 8 to 10 years experience in the above areas
- Qualified Solicitor or Barrister
- Significant experience in the professional consulting/computer software services industry
- Mid-30's + age group
- Fluency in Dutch or German would be advantageous

If you meet the above qualifications, please call Jane Short (01-940 3606) or send your C.V. in strictest confidence to:

Gregory R. Bradford
Vice President

CACI
Oriel House, 26 The Quadrant,
Richmond, Surrey, TW9 1DL.

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1985 HIGH TECH. CONTRACT VACANCIES

D.B.D.S. are looking for a variety of highly qualified engineers etc. for long term contracts, experienced in design and problem solving in a design development environment. The right personnel for our clients should have a background in pressure vessels/welds/pressure containment/plant/build systems, (operating at high pressures and temperatures)/heat transfer analysis etc., or experience in any other field within a high technology industry. Requirements include:

1. ENGINEERS

DESIGN DEVELOPMENT AND TEST STRESS

MATHEMATICAL MODELLING

RELIABILITY AND SAFETY ASSESSMENT

Qualifications for the above, degree or equivalent in Mechanical, Nuclear or Chemical Engineering.

2. PHYSICISTS CHEMISTS AND METALLURGISTS

3. DESIGNERS AND DRAFTSMEN

Experienced in remote mechanical handling systems, structures, rigs, special purpose machines, manipulative gear, pressure vessels.

Qualifications B.Sc. or equivalent. Informal interviews will be arranged for possible candidates who will be notified of location/venue.

Salaries/rates will obviously be very attractive, but will depend on experience, qualifications etc.

LOCATION: Midlands

Applicants male or female. Send C.V. or apply for further details to: Brian Chapman/Den Offices/Marston Atherton.

D. B. Design Services,
Crumpston Road,
Stevens, Evesham, Bucks HP21 2EE.
Telephone: Evesham (0456) 213485
(24 hour service) Office.
Bodford (0584) 758474 evenings/weekends.

CAPITALIZE ON YOUR SALES EXPERTISE

£35,000 O.T. + Car + Extensive Benefits

This major systems house, growing at an exceptional rate, is now looking to recruit first-class sales professionals for its highly successful micro-computer division. As a result of progressive expansion plans, growth is likely to surpass all expectations and the future of the company is assured.

This company is in a unique position. With a firm grip of new technological developments, it can offer total micro-based business solutions which are of the highest standing in the marketplace today.

Although an impressive client base has already been established, and includes many prestigious accounts, your prime mandate will be to expand existing accounts and to pioneer your own client base.

To make the most of this challenging position, your energy and enthusiasm must equal that of the company. Ideally, you will be between the ages of 25-40; have gained valuable sales experience within the computer industry and be able to bring total commitment to the company and its future.

In return, the company will provide excellent support, including essential marketing expertise. Genuine opportunities to move into management will arise as the company progresses. As you would expect the financial rewards are substantial - a competitive basic salary with first-rate commission and bonus schemes and a prestigious company car.

If you are currently among the top earners in your company, but seek a new and more challenging career, then, for a confidential discussion about these exciting positions contact Karen Nice on 01-838 1804, IPP Marketforce, 20 Kensington Church Street, London W8.

IPP Marketforce Ltd
Specialist Recruitment Consultants
20 Kensington Church Street, London W8EJ
Telephone 01-838 1804 Telex 28261

Saudi Arabian Opportunities

One of Saudi Arabia's leading companies in the field of operation and maintenance contracts is recruiting senior experienced and qualified personnel for a large and complex O & M contract. The contract involves the complete operation and maintenance of a large military-related complex along with its sophisticated equipment and systems.

The following vacancies are now being considered:

DIVISIONAL MANAGERS

Project Manager

General Services Manager

Procurement Manager

Facility Engineering Manager

Safety Manager

Fire Department Manager

Administration Manager

SECTION MANAGERS

Administrators

Comptroller

Utilities Manager

Maintenance & Repairs Manager

Industrial Manager

Engineering & Planning Manager

Food Services Manager

Printing/Reproduction Manager

Procurement Manager

Supply Manager

Communications Manager

Candidates interested in the above positions should forward full resumes or telephone for a brief initial discussion.

PAUL DICKSON ASSOCIATES

International Consultants

16 St. Andrews Close, Slip End, Luton, Bedfordshire LU1 4DE
Telephone: Luton (0582) 414684

Three leading pharmaceutical companies - one British, one European and one American - have asked for our help in finding experienced young physicians to strengthen their therapy development teams as:

Medical Advisers

They offer permanent posts with salaries from c.£20,000 to c.£25,000 + car and planned programmes of training and experience to enable new people to:

- set and agree the strategy for clinical trials
- monitor and control the resulting studies
- manage the interfaces of research, commercial and regulatory affairs
- offer the best professional advice to colleagues and prescribers
- progress to more senior status and salaries

We would like to hear from you if you are 28 to 35, with three or more years' progressive post-qualification experience - academic, general or hospital - and a real interest in advancing your career in therapy development.

Though retained and paid by the companies, we are briefed fully to respect confidentiality until you authorise the release of personal/career information to our clients. Please write with a succinct supporting CV, or telephone Roger Stephens for a brief initial discussion.

Roger Stephens
& Associates

Management Search • Selection • Development
Dolphin Yard, 11c Holywell Hill, St. Albans, Hertfordshire AL1 1EZ.
Telephone: St. Albans (0727) 37474.

CHIEF EXECUTIVE British Veterinary Association

Applications are invited for the post of Chief Executive of the British Veterinary Association. This is a new post which has been created to meet the expanding activities of the Association, particularly in the political and public relations areas, and to provide improved services to members. The Chief Executive will be responsible to the President for the effective discharge of the Association's business, and for control of the staff, currently numbering 38.

The successful candidate will probably be in the age range 45-50, with a good degree or equivalent professional qualification, and must possess wide administrative experience and ability to motivate staff. A background of public service, law or accountancy would be a valuable attribute. Salary c. £30,000 p.a.

Please write, enclosing curriculum vitae and marking the envelope 'Confidential', to:

J.T. Blackburn, President, BVA, 7 Mansfield Street, London W1M 0AT

GENERAL APPOINTMENTS 01-278 9161/5

The Economist Publications Limited

General Manager for new venture

A General Manager is needed to be responsible for a new and fast growing venture within this flourishing publishing group. Applicants should be familiar with the principle of selling and running a high-quality service. They should ideally have had experience of a start-up, possibly with a small group within a larger corporation, and will have developed a successful record in sales and marketing, preferably abroad as well as in the UK.

The successful candidate will be able to integrate all the business functions - sales, marketing, production, accounts - setting a strategy for the business and ensuring its successful implementation. We want someone who will grow with the business, taking it from a start-up to a major division of our company.

We require the ability to lead and motivate a small, highly-qualified team, the presence to represent a prestigious name with confidence and credibility and a track record as a business-getter.

Reporting to a Board Director, the successful candidate will be numerate with a good degree of quality rather than subject being important and will probably be in his or her 30s.

Please write, by May 17th, indicating how you meet these requirements and enclosing a CV to:

Dr Derek Kent-Smith,
Director,
The Economist Publications Limited,
40 Duke Street,
London W1M 5DG.

The Economist PUBLICATIONS

Executive Development Manager

Required by a leading, high quality house-builder to take control and co-ordinate every function of the existing Architectural, Engineering and Development Department.

Candidates must have proven experience in residential housing and a flair for the recognition and appreciation of good design. The ability to provide effective management co-ordination and motivation of Technical staff to achieve the Company's objectives is fundamental.

Initially the appointment will be responsible to the Development Director; career prospects, however, are excellent for the right candidate.

Applications with C.V. in writing to:-

R. B. King, Esq.
Roger Malcolm Limited
Malcolm House, Empire Way,
Wembley, Middlesex,
HA9 0LW.

Management Information Specialists

We are the management consultancy company of KMG Thomson McLintock, which is the British member of KMG, one of the largest international accounting and consultancy groups in the world. Our computer consultancy advises on computer, office systems and information technology. Assignments include the analysis, selection and implementation of systems designed to assist management with business planning and control.

Due to further expansion we require management information specialists to join our multi-disciplinary consultancy team. Our consultants will be expected to contribute significantly to the expansion of this work and to the development of our approach to the analysis and planning of integrated information systems.

Applicants should be aged between 25-35 with initiative and practical experience of designing and implementing real time systems using fourth generation languages, relational databases and computer networks.

Remuneration will be in the range of £16,000 to £25,000 plus car. Location: City of London.

Please write in confidence to RF Price (Ref 2001T).

KMG Thomson McLintock
Management Consultants
70 Finsbury Pavement London EC2A 1SX

Metier is the international group of companies who created, develop, market and support ARTEMIS - world leader in computer based Project Management Information Systems.

ARTEMIS users range from small consultancies to multi-national organisations involved in industries as diverse as aerospace and mineral exploration.

As a result of our strategically planned expansion for 1985 we are seeking the following high calibre professionals to be based at our UK Headquarters in Hayes, Middlesex:

ACCOUNT MANAGER C £15K + Car

You should have Project Management System experience in order to relate to the needs of the key customer accounts whose support you will be co-ordinating. Working closely with your clients you will advise them on the most effective and practical usage of ARTEMIS within their organisation as well as managing the installation of new systems and major upgrades.

Educated to degree level and aged 25-35, you should have good presentation skills and the ability to communicate effectively with senior levels of management.

CUSTOMER SUPPORT CONSULTANT C £12K + Car

Working closely with our Account Managers, you will have responsibility for technical support and advice, both orally and in writing, on the use and operation of ARTEMIS within a designated group of clients in the South of England.

You are likely to be aged 20-30 with a couple of years experience in a high level language, preferably in a software support environment, and have the ability to learn and understand the applications of ARTEMIS within a wide range of industries.

Phone our Consultant Ros Surrey on 01-637 0831 or write to her at Q Advertising, 108 Albany House, 324 Regent Street, London W1R 5AA, stating the position in which you are interested.

METIER

Create a new career perspective within a £180m business

Marketing Manager

Advanced Telecommunications Products and Services
Canterbury Up to £20,000

North Downs and Weald is a major new British Telecom District, with a rapidly accelerating turnover providing a wide range of Telecom products and services to over 500,000 customers.

We are looking to appoint a committed and innovative professional, able to take on an important marketing role for us, interpreting strategic marketing plans and translating them into positive and effective actions. Supported by a staff of fifteen, you will have responsibility for our product and network services. You will also need to ensure that local initiatives embracing the total marketing mix are successfully integrated within British Telecom's overall national objectives.

The need is for an analytical marketing tactician with an impressive and proven track record. You should be able to demonstrate a high level of experience and expertise which will have been developed within a classical product or service marketing environment. A sound grasp of sophisticated marketing and financial techniques is also essential.

The position carries an initial starting salary of up to £20,000 and there are excellent opportunities for further career development.

Applications, including a full CV, should be addressed to Phil James at British Telecom South East, Grenville House, 52 Churchill Square, Brighton BN1 2ER. Or you can ring him on FREEPHONE 3027 or (0273) 201419 for an application form.

British TELECOM

Marketing Director

a strategic role with a leading food group
c £20,000 + car North West

Our Client: A member of one of Britain's most successful food manufacturing groups, whose reputation for high quality coupled with aggressive and innovative management has given them a leading market position, both at home and overseas.

The Requirements: A man or woman of graduate calibre whose marketing management skills have been proved in the food, drinks or similar industry, and whose knowledge and experience will enable them to make an immediate contribution at board level to the future commercial direction and development of this very successful company.

The Rewards: Excellent benefits package including salary negotiable in the region quoted, together with attractive opportunities for career growth within this dynamic and highly professional organisation.

What to do: Write with full career details to TW Knight, Knight Selection, FREEPOST (no stamp required), Manchester M4 8BS, quoting reference 147, or telephone today for an application form on 070-682 6326 (24-hour service), or 061-834 2293 (office hours).

All enquiries will be handled in strict confidence.

Knight Selection

CHRISTIAN AID seeks experienced newspaper journalist with interest in Third World Development issues. Will be engaged in media relations work as well as writing for Christian Aid's own publications. Sympathy with Christian basis for involvement in development aid necessary. Salary £10,500. Job description and application form from

Office Manager,
Christian Aid,
PO Box 1, London SW9 8BH.

ACCOUNTANT
Progressive farming company with a turnover of £4m requires a qualified accountant, preferably ICAEW, within an age group of 27-40, to join a small team for management team, where they will be responsible for office management and financial control and be expected to participate in the running of the business.

Salary by negotiation to include pension, medical aid and permanent health schemes, etc.

Apply with CV in confidence to:

Miss Hutson,
Hook Place Farm,
Southwest,
Kent, DA13 3NH.



Natural Environment Research Council

Environmental Research

Directors of Science

Swindon based £29,500

The Natural Environment Research Council wishes to appoint three new Directors to make a contribution at the highest level in the formulation and implementation of scientific policy in the following areas:

Earth Sciences: Geology, solid earth geophysics, geochemistry, glaciology and aspects of physical geography applied to the understanding of the origin and structure of the earth and the processes instrumental in its formation and evolution.

Marine Sciences: Physical, chemical and biological oceanography, ocean/atmosphere interaction, including meteorology, climatology and marine biology.

Terrestrial & Freshwater Sciences: Hydrology, hydrochemistry and freshwater biology; terrestrial ecology and related sciences, including forestry and land/atmosphere interactions.

Responsible to Council through the Secretary and Chairman, the Directors will advise on the allocation of funds for research programmes at NERC establishments and in universities, and have overall responsibility for the management of resources and implementation of research programmes within their own field.

Candidates for these posts should have the highest international scientific reputations and an overview of their Science across Research Councils, Universities and Industries. They should also have experience in the management of research in particular and of resource management in general. The appointments will be made at Grade 3 level on a salary of £29,500. Period of appointment or secondment preferred though permanent appointment will be considered. The individuals appointed will have offices at Swindon but will need to travel extensively. A contribution towards relocation expenses may be made.

Further details and an application form, indicating which Director post you are applying for, are available from Jem Purkis on Swindon (0793) 40101, ext 423. Completed applications should be returned by 31 May 1985 to Dr E Buttle at the Natural Environment Research Council, Polaris House, North Star Avenue, Swindon, Wiltshire, SN2 1EU.

Tetra Pak - going for growth

The Tetra Pak Group is a leading manufacturer of advanced systems for packaging and distribution of liquid foods such as milk, juice, wine, mineral water, vegetable oil etc.

Tetra Pak is based on a fundamental idea and unique technical solutions. Our products are today marketed in more than 90 countries. Throughout the world we have 47 marketing and service companies and 28 factories and Development Centres in 5 countries.

Technical Training Manager

Richmond, Surrey

This is an exceptional career opportunity for an engineering graduate with technical training experience who has the commitment, confidence and innovative flair needed to join our Technical Management team. The job involves heading up our technical training function which provides professional instruction both theoretical and practical, to customers and our own staff in the operation, repair and servicing of all Tetra Pak equipment. You will be leading and organising a team of instructors supported by modern training aids and facilities and will be responsible for up-dating existing courses and devising new ones to meet ever changing demands created by the continual development of our equipment.

Probably around 30, you must be a dynamic, articulate communicator with a progressive approach to training and team management. If you have confidence in your ability to make a positive contribution towards our further development in the British Isles, we can offer you the rewards and prospects you would expect from a world leader. Please send full CV to Robin Wood, Personnel Manager, Tetra Pak Limited, 31/35 High Street, Kingston-upon-Thames, Surrey KT1 1LL. Please quote reference 21T.T.



A WORLD LEADER IN PACKAGING & DISTRIBUTION SYSTEMS

The Medical Defence Union requires a COMMITTEE OFFICER who acts as a modern organisation representing the medical legal interests of its members, who are doctors and dentists, throughout the world. We have a small, young, Committee Department which promotes and organises all the essential documentation which goes to the Union's Council and other committees. Our Committee staff also attend the meetings. The work calls for initiative combined with an ability to work steadily and methodically while paying great attention to detail. You will need to be able to write clearly and concisely as much of the work is concerned with preparing case notes for a tribunal. You should have a sense of humour and be prepared to work as a member of a team. In return we offer a salary in the range of £7,500 to £9,000 (including £1,500 London Weighting) according to your age and experience. Staff benefit from a free membership of BUPA, a bonus share plan, Londoners Vouchers and a good pension scheme. If you are interested please write to me in your own handwriting enclosing a typed C.V.:-

Miss Christine Leonard
Assistant Secretary,
The Medical Defence Union,
3 Devonshire Place,
London W1N 2EA
Telephone 01-486 6181

OFFICE ADMINISTRATOR

required for busy and progressive solicitors with 3 offices in the Gloucestershire area. The successful candidate will be responsible for the efficient running of the office, ensuring that all correspondence is handled in a timely and professional manner. Salary £9,000-£11,000. Box No. 1009 N, The Times.

Lake District Leisure Pursuits Accounts Assistant

Experienced in book-keeping and PAYE. Knowledge of computerised systems preferred. The position also includes some secretarial work. Salary up to £8,000 according to experience and qualifications. Please send CV to: Mr A. Morgan, L.D.P. Ltd., Raydon Road, Windermere, LA23 3DL.

GRAPHIC DESIGNER wanted. Minimum 5 yrs experience. The successful candidate will be responsible for the design and production of all visual material for the company. Salary £10,000-£12,000. Box No. 1011, The Times.

YOUNG PRESENTABLE PERSON to assist in work 1 or 2 days a week in a busy office. The successful candidate will be responsible for the efficient running of the office, ensuring that all correspondence is handled in a timely and professional manner. Salary £5,000-£6,000. Box No. 1012, The Times.

The Times guide to career development

From finance to foodie

Getting into the *Good Food Guide* within two years of setting up in business must be a record. But for wine-merchants Joe and Rosie Hannigan who run Lockes, a delicatessen and restaurant in Winchester, it is simply a just return on a considerable investment of time, money and emotion.

On the face of it, the Hannigans' experience and success is the kind of pipedream-come-true that many career-changers hope to achieve. Yet even now they feel their business has yet to reach its potential. "It's marvelous that we've got some recognition," says Joe Hannigan, "but a lot of credit has to go to the bank. Fortunately, our manager at Barclays has the foresight to see the business's potential rather than taking a narrowly retrospective view of the past accounts."

Accounting, though, is something the Hannigans know a good deal about. Joe Hannigan has worked in the City and in the EEC as an accountant and it is this professional skill which has seen the business through the early difficult days. "Frankly, I think that if it hadn't been for my grasp of the financial aspects of the restaurant we would have gone under regardless of how good our food or wine was," says Joe.

Most people think of switching career direction at some time in their professional lives. In most cases it ends up as a shift of employer or marginal career development; usually with little risk involved. But those like Joe who take a more radical step know that their venture could be at best uncomfortable and at worst perilous.

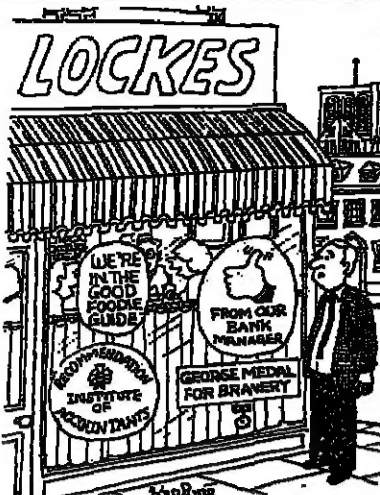
"In any kind of start-up situation you are never going to get success overnight. It takes at least a couple of years to build up a reputation and during that time you have to remain convinced that you'll be a success regardless of circumstances."

Keeping one's nerve is a key quality for the adventurous - especially when the fate of family, home, and capital are tied into the success of the enterprise. So what drives, or attracts, people into taking such a step?

"I suppose it was a combination of things. I wasn't very happy working with my last employer mainly because the company had gone through a bad time and it was me, as accountant, who was the continual bearer of bad news. It didn't make me very popular!"

"More important though was my desire to run my own business. I'd seen how other people had run theirs and I felt I could do a better job. I believed I could make more money as my own boss."

Edward Fennell writes the second article in a series on job-changing



Unlike many small businessmen and retailers, Joe and Rosie Hannigan didn't launch themselves into a pet enthusiasm.

Living in France but waiting to settle in Hampshire, they made a calculated decision about where the gaps were in the local market. "We were interested in wine and had some contacts," says Joe, "but essentially it was a commercial decision we made."

It took a year to put that decision into effect. Finding a suitable site; raising money; going round trade fairs in Britain and France; serving a short "apprenticeship" in Patrick Rance's famous cheese shop; following up on a wide range of contacts. In fact, a solid 12 months of research and preparation.

"But it was during that time we laid the foundations for our success. The choice of site, for example, is crucial. If we'd made a hurried decision and gone for somewhere unsuitable it would have ruined us before we started. Likewise, building up relationships with suppliers nationally, internationally and locally. Indeed, some of our best cheese, for instance, come from farms in the area. You really need plenty of time to get all that sorted out."

Time, though, is what many small businesses do not have. When a substantial bank loan is involved it is inevitable that the manager will keep a vigilant eye on the trend of profit and loss. So it is seldom more than a few months before probing questions are asked about income and viability.

"In all the flurry of activity that accompanies the launch of a small business, especially when there's so much to learn, it's a temptation to neglect the accounts side," says Joe. "But it is the relationship with the bank and the state of the accounts which is the single thing you can't afford to forget."

Joe Hannigan has also been careful in choosing an image which is well suited to his market and he is benefiting from a social trend - the emergence of the "foodie phenomenon" - which is giving a fair wind to his trade. His observations of the social scene and recognition of changing buying habits have been crucial to attracting his customers' interest. By being sensitive to the public's demand for a more interesting range of food and wine (as well as their willingness to pay for it) Joe has been able to attract a good slice of his customers' disposable income.

"There's a return to an appreciation of the importance of meal times as an occasion for husband and wife or even the whole family, to get together. People are prepared to spend a little bit extra to make their meals as pleasant as possible."

On the restaurant side, by contrast, the emphasis is excellent food but at relatively modest prices. "There seem to be clear limits to what people will spend on a meal in a restaurant," says Joe. "You have to be very sensitive to that."

And, of course, it's no good sitting back waiting for customers to arrive on your doorstep. Creating the right menu, selling the restaurant to people like tour organisers, and getting publicity in the local Press are all vital.

"But above all you need the support of the people around you. Without the right staff in the shop, the waitresses in the restaurant and the chef in the kitchen you'd be nowhere. And family support is vital too. You are taking a risk so you need the whole family backing you up, come what may, to give you the determination to see it through."

Joe Hannigan sums up his recipe for success as:

- Keen motivation.
- Careful preparation.
- Sharp selection of business.
- Consistent support from bank.
- Support from family.
- Sensitivity to changes in public taste.

Next week: Pandora Woodhouse in a change in career for a professional woman.

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An information package is available from Tony Weight, District Personnel Officer, Tower Hamlets Health Authority, The London Hospital (Whitechapel), London E1 1BB. Telephone No. 01-377 0403.

Closing date: 17th May 1985.



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